

# FINANCIALTIMES

Thursday September 2 1982

Lopez Portillo yesterday de-creed the nationalisation of the

private Mexican banking system

and imposed total exchange controls in a drastic move to

end currency speculation which

has left the country on the verge of bankruptcy. Mexico's two largest private

30 Banco Nacional de Mexico

net worth of \$421m at the then

when it is reopened.

The world's most twist suiting cloth SWEDEN Kr 6.00; SWITZERLAND Fr 2.00; EIRE 50p;

St

17

GENERAL

### Fear for ship repair jobs

British Shiphuilders told ship-building unions yesterday that about 1,400 jobs are at risk in the repair division because a vital order has almost certainly been lost

The orders, for repair work to six ships for U.S. Delta, will almost certainly not be placed following the sale of the com-pany to Crownay Maritime, another U.S. company. If the order had been won, there would have been 900 lay-offs. The company is to meet shop

#### Polish deaths

Two demonstrators were killed and 12 injured when Polish security forces fired into a crowd on Tuesday at Lubin, Western Poland. Up to 75,000 people throughout the country demonstrated in support of the Solidarity union, officials said. Back Page

#### Thatcher jeered

The Prime Minister Margaret Thatcher faced a crowd of jeering demonstrators outside a Glasgow hotel before meeting trade union leaders. Police arrested a Labour MP who approached her shouting and waving him arms\_

#### Schmidt attack

West German Chancellor Hel-

#### PLO to fight on

The PLO will continue to struggle for an independent state by all methods, its leader Yasser Arafat said on arriving in Greece from Beirot. He isdue to go to Tunisia or Morocco.

### Inquest verdict

Watson from Hartlepool who on October 28. Page 2; Page 24 died in a police van during a strike by ambulancemen. NHS strike Page 7

### **Expulsion threat**

The 30 ambulancemen in Derbyshire who defied an 11-day strike by their colleagues have been sent to coventry by their later this month. Page 7

### N. Ireland cost

Policing Northern Ireland this year is expected to cost nearly £209m, the Royal Ulster Constabulary said. Two policemen-were hurt, one seriously, following further violence in London-

### Greek 'torture'

Greek Government to reopen the case of Christine Pitcher, a Briton in jail without trial on drug charges since January, who says Greek police tortured her.

Socialist pledge Spain's Socialist Party, tipped to win next month's election, said it would demand changes in the U.S.-Spanish defence pact signed in June.

### immunise cali

The number of whooping cough-cases rose to 1,941 last week. Health Secretary Norman Fowler urged parents to immunise their children.

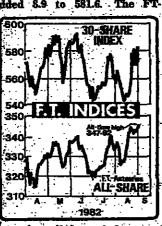
### Briefly . . .

Wladeslaw Gomulka, former 30, against a profit of Polish leader, died aged 77. A\$106.37m. Page 18

### BUSINESS

### **Equities** add 8.9; gilts up by 0.45

• EQUITIES gained through the day. The FT 30-share index added 8.9 to 581.6. The FT-



Actuaries all-share index rese 1.3 per cent to an all-time high of 347.92. Page 25

GILTS revived from recent asiness. The Governmen Securities index put on 0.45 to 77.88. Page 25

• DOLLAR fell to DM 2.49 (DM 2.501), FFr 6.9825 (FFr 7.0235), SwFr 2.121 (SwFr 2.1335) and Y258.9 (Y261.475). lts trade weighted index was 121.5 (121.7). Page 26

• STERLING rose 40 points to mut Schmidt vesterday chal \$1.721. But it slipped to lenged the liberal Free Demo-crats to tell him to his face if FFr 12.015 (FFr 12.06) and they wanted to desert the ruling SwFr 3.6525 (SwFr 3.6625). Its coalition. Page 2 (91.4). Page 26

> • GOLD felt-\$11 to \$402.5 in London In New York the Comex September close was \$405.9. (\$408.5), Page 20

& WALL STREET was down 5.80 to 895.51 near the close.

• SPANISH share values fell for the second day running in coroner recorded a natural a selling wave prompted by the causes verdict on Mrs Lesley prospect of a general election

> • FRENCH BUDGET featured tight control of public expenditure. Back Page; Editorial Com-ment, Page 14

• U.S. and Switzerland signed an agreement which will allow U.S. officials access to secre Swiss bank accounts during

insider dealing investigations. Back Page UK GOVERNMENT has decided to ignore calls by London

bankers for an early lifting of economic sanctions against Argentina. Page 4 • DEUTSCHE BP, West German subsidiary of British Petroleum, has concluded the group's first long-term crude oil

supply contract with Saudi Arabia. Page 4 A UK Euro-MP is to urge the . WEST GERMAN Government agreed to put up a loan guarantee of up to DM 1.1bn (£256m) for AEG-Telefunken.

 BIOTECHNOLOGY Invest ments, set up last year by N. M. Rothschild, invested only about one-third of its funds in its first 12 months, Page 6

● SUN ALLIANCE "Insurance half-year underwriting losses rose to £49.9m (£8.6m). Guardian Royal Exchange reached £40.4m (£21.8m) and Phoenix Assurance £27.3m (£13m). Back Page and Lex:

Details, Page 16 • MIM HOLDINGS, Australian base metal mining group, re-ported a net loss of A\$10.37m (£5.8m) for the year to June

A victory parade and hanquet BABCOCK International, for the Falklands war will be engineering and contracting held in London on October 12. group, lifted taxable profits from £3.44m to £8.27m for the last taxab past week, a Tehran newspaper half year to July 4. Page 19; Lex, Back Page

### CHIEF PRICE CHANGES YESTERDAY

(Prices to pence unless otherwise indicated)

RISES VICE	ers148 + 5
Bat Inds S10 + 22 BP	MO 375 + 15
	1 Trans 412 + 8
Barrelaya Bank 368 + 12. Con-	e Plants Wrts 165 ÷ .14
Diploma	Hilam
Gill and Duffus 127 + 10 Ber	patai 130 + 10
OTT - 000 - 13 1200	rnfontein£104 + 4 eng Cons 285 + 15
GRE 312 + 10 GOD	gei Besi 155 + 20
Heelamat 100 - 3 Tron	155 + 15
Yer charm 180	FALLS .
Mercaphile House 408 + 18 Eng	lish China Clays 145 - 9
Midjand Bank 312 + 8 Mar.	chwiel 138 – 9
Thomas Paris and 97 + 5 SUB	Amance 100
Racker and Colman 320. + 10 Gen	ure Cons£341 - 11
Stepe Gorman 217 + 0 In b Stepdard Chartered 385 + 16 RTZ	430 - 8

# Big deficiency found in assets of Alexander Howden

BY JOHN MOORE, CITY CORRESPONDENT

THE WORLD'S second largest companies in its empire which formally controlled by Alexinsurance broker. Alexander & Alexander Services of the U.S. Alexander Howden Group. The U.S. group disclosed yesterday that it would need to transfer up to \$25m (£14.6m) to Howden's insurance company, Sphere Drake\_

In one of the biggest upsets for years in insurance markets in the U.S. and the UK. Alexander & Alexander, one of day that the appropriate regulalegal remedies and insurance discovered irregular accounting practices and business trans-actions. It has found that Alexander Howden arranged reinsurance transactions with companies which were owned and controlled on an undisclosed basis by four persons who

Howden is a leading re-insurance broker, arranging insurance protection for other insurance interests. In addition it has a number of insurance

or officers of Howden."

have now ceased to be directors

has more than 200 subsidiaries or associate companies. It also has discovered a multi-million has extensive Lloyd's of London dollar deficiency in the assets interests, as an approved Lloyd's of its British subsidiary, insurance broker and is the manager of 17 underwriting insurance broker and is the other reinsurance-manager of 17 underwriting Alexander & syndicates at Lloyd's. It manages the largest marine insurance syndicate, number 127, which has more than 3,000 members of Lloyd's participating in its business.

Howden reinsures large parts of the business of syndicate 127 its own insurance the top five producers of Lloyds' interests. It is understood that insurance business, said yester one of the companies involved in the reinsurance programme tory authorities had been of syndicate 127 was Southern notified on both sides of the International Real Estate, based Atlantic. In addition "various in Panama, in which four Alex-Howden senior emclaims are being considered." ployees held shares "on an Alexander & Alexander has undisclosed basis."

. It is understood that Mr Ian Posgate, the star underwriter of Alexander Howden Group, has insisted that all the outstanding obligations of Southern International should be transferred to Sphere Drake. So far it is believed that Southern has paid up to \$9m in reinsurance claims made against it by syndicate 127 on computer leasing insurance business.

Alexander & Alexander said that existing reinsurance trans-

framework.

being voided. It is attempting to recover funds spent by Howden and is seeking to obtain

revealed that it had obtained settlement agreement with the officers of Howden involved in the reinsurance trans-actions to transfer assets to Howden. But the U.S. group said that since reaching that agreement "certain assets to be transferred under the agreement have not been received. In addition, the value of some the assets received appears to be less than originally contemplated." Moreover, the cost of replacement reinsurance contracts is likely to

greater. ance companies will not be sufficient to meet the liabilities. The deficiency in the net tangible assets which was bought by the Americans for £150m earlier this year, "is currently estimated to be not more than \$25m before tax."

Alexander & Alexander is still carrying out an emergency audit into the group. But yes-terday it said that adjustments would also be required in the

# Israeli cabinet to meet on U.S. Palestine policy

This is understood to advostrong links between these Israeli-occupied territories and

reviving negotiations on autonomy for the Palestinians living in the West Bank and Gaza Strip.

Israel's initial response yesterday was to say President Reagan's ideas violated many provisions of the Camp David

In the U.S., the President said he would make a televised statement on Middle East

ISRAEL'S CABINET is due to guide the peace negotiations' occupied meet in emergency session this next phase. Administration off- Jordan. The President also morning to decide how to react cials insisted, however, there to what it sees as an unfavour- were no plans to move U.S. able, U.S. policy initiative on the policy out of the Camp David

cate a halt to Israeli settlements. House and State Department under Camp David agreements. in the West Bank and Gaza insisted the President's letter. Having captured the West Strip and an establishment of was part of a regular series of Bank in the 1967 war, Israel U.S. and Israeli governments.

President Reagan sent to Mr Secretary of State, soon after not to relinquish.

Menahem Begin, Israel's Prime his appointment, was still not Professor Mos Minister, dealing with ways of completed.

Professor Mos Israel's Ambasador

emergency session which indi-cates how seriously he views the President's ideas. Several Israeli politicians said yesterday Israel should be prepared for direct confrontation with Washington over the future of the West Bank and Gaza Strip. Jerusalem was most alarmed by the U.S. President's reported reference to the need for a

BY DAVID LENNON IN TEL AVIV AND ANATOLE KALETSKY IN WASHINGTON

direct confrontation with Washington. The presence in Israel of Mr confrontation

Casper Weinberger, U.S. Defence Secretary, who arrived last night from Lebanon, may accelerate the confrontation. Israel considers harshest critic Administration.

### policy, outlining "some prin- reference to the need i ciples and ideas" which should strong link between Estimate of UK surplus

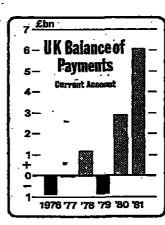
for 1981 cut by £2bn BY MAX WILKINSON

to figures published yesterday.
The estimate has been revised because the rather optimistic view taken last autumn and in the early part of this exports which has relieved to the exports which has relieved to t year was based on incomplete figures.

Even after revision, however, while the depressed state of the economy tended to hold back imports. Recent figures published after

THE OFFICIAL estimate of a long delay, however, show Britain's balance-of-payments that imports increased rapidly surplus for last year has been during the latter part of 1981 cut by £2bn to £6bn, according as the run-down in stocks came

figures in the earlier part of this year has been underlined by the downward revision of the the current account surplus for 1981 estimates. The combination calendar 1981 remains the has been behind the more pessilargest since the war. North mistic view of the prospects for Sea oil contributed strongly, recovery in most recent forecasts, particularly that from the of British Confederation Industry.
Yesterday's estimate of the



1981 balance of payments surplus comes from the "pink book," published by the Government Statistical Service. It is the first official estimate to be based on a nearly complete set of trade figures, following the Continued on Back Page

### CONTENTS

Management: risks of retail power Economic viewpoint: the end of the stifling product design ...... 12 world—perhaps ...... 14 Technology: bubble memory comes German politics: the many shades of back ...... 12 Green ...... 15 Editorial comment: the French economy; South Africa: granite-like Afrikaner Signal Life scandal ..... 14 image crumbles ...... 3 Lombard: Richard Lambert on how Business law: the EEC's training America handles compensation claims ...... 15 college .....

ANNUAL STATEMENT

World Trade News

INTERIM STATEMENTS Guardian Ryl, Exch.

For latest Share Indez phone 01-246 8026

advocated a halt to all settlement activity in the territories during autonomy negotiations and the five-year interim At official briefings the White period supposed to follow communications between the does not want to see Jordan returned to control of a terri-Jordan. They said the broad review of tory the Begin government Israeli officials said the new U.S. Middle East policy, regards as part of the biblical policy lines were in a letter announced by Mr George Shultz, land of Israel and has pledged

Professor Moshe Arens, Israel's Ambasador to Washing-Mr Begin is interrupting his ton, told a Knesset committee holiday to chair the cabinet's yesterday Israel should not fear

U.S. troops will " pull out soon; Page 3

#### Mexico Nott to retire nationalises from politics private banks at next election By William Chislett in Mexico City and Peter Montagnon in MEXICO'S President, Jose

BY MARGARET VAN HATTEM, POLITICAL CORRESPONDENT

MR JOHN NOTT, the Defence Secretary, is to retire from politics at the pext general election. He will, however, stay on as Defence Secretary for the time being.

Last night Mr Nott told his constituents in St Ives, Corn-wall, that he would not seek re-election. He said he had told sector banks control nearly half the country's \$62bn (£36.5bn) total banking market. At June the Prime Minister last December of his desire to leave politics and pursue a career in business, but had been persuaded by her to postpone any announcement of his plans had total assets of \$14.4bn and prevailing exchange rate of pesos 48 per dollar. The second largest bank. until this summer. He wanted to give his constituents time to Bancomer, bad total assets of find a successor.

\$14.1bn and net worth of \$412m. Other banks are much smaller Mrs Margaret Thatcher, who met Mr Nott for 30 minutes at the third largest private bank. Downing Street yesterday morning, subsequently issued a Banca Serfin, had total assets of \$6bn and net worth of \$147m. statement confirming that she The nationalisation move had known of his plans since surprised the country's business "I understand and respect

community. The Stock Exchange was closed yesterday the the reasons which have prompted him to make public for a national holiday, however the market is expected to be his decision now," she said. " He thrown into disarray today will continue as Secretary of State for Defence as a most The President, giving his last valuable and trusted member of state of the nation address, before handing over to presi-Yesterday's

came as no great surprise in Westminster. Mr Nott was

to implement the spending cuts

told the Prime Minister angrily

that he had been set an "impos-

he was believed to have felt he

was no lager a member of the

Prime Minister's inner circle on

the Falklands, where he was

considered more open than the Prime Minister to attempts at

mediation, were felt to be in-

creasingly ambivalent and un-

he stood," one Cabinet col-

league commented yesterday,

" because he had retreated into

Mr Nott's announcement has

inevitably revived speculation

on the possibilty of a Cabinet

almost total isolation."

"It was hard to know where

His views on the economy,

sible task."

other matters.

predictable.

on December 1, said the country's "critical" situation made the nationalisation known to have been depressed and frustrated in the job for ome months, particularly over "It is now or never," he said.
"They (referring to the banks)
have looted us. Mexico is not his defence budget battles with the Treasury. Brought in as Defence Secrefinished. They will not loot us tary in January 1981, specifically

Sr Lopez Portillo blamed the private banks for subordinating the nation's interests to those of their own and accused them of fomenting and providing mechanisms for the massive

dent-elect Miguel de la Madrid

outflow of capital. The President's strong words underscored the size of Mexico's economic crisis, which has been caused by capital flight; the crippling burden of servicing a total external debt of \$800n, and falling oil revenues.

The President made it clear that shareholders in the banks would be "justly" compensated and that investors' deposits in the banks would not be seized. Observers said the Govern-ment had been forced into creating an air-tight system to avoid further outflows of capital and was convinced this was only possible through the nationalisation

of the banks and extending exchange controls. Sr Lopez Portillo said his Goveroment had good reason to believe that Mexicans held at least \$14bn in U.S. bank accounts and that they owned

Continued on Back Page Down and out in debt-ridden, Mexico Page 4 reshuffle at more senior level than has been expected. Mr Peter Walker, the Agriculture Secretary, is already being tipped as a possible successor. He is known to want the job

Other names include Mr Michael Heselline, the Environment Secretary and Mr George Younger, Secretary for Scotland. However, Mr Nott is known to wish to stay in his post until completion of the current defence While Paper, publica-tion of which was delayed to erisis.

He remains committed to the defence against a Soviet threat and appears determined to see it through in the face of mounting pressure from the naval

While some of his Cabinet colleagues doubt whether he will now have sufficient authority to complete the task and feel it might be wiser to move him before Parliament resumes sittings on October 18. Downing Street was last night adamant that there were no plans for any major Cabinei hanges involving him.

This does, however, mean that the lower level ministerial changes expected in the next few weeks may be the prelude to a more radical shake-up in the New Year. Commenting on the announce-

ment vesterday, Mr John Silkin. the Shadow Defence Secretary, wished Mr Not; success in his new business career. "He is an at which his predecessor, Mr Francis Pym, had baulked, he is intelligent and a nice man," he said. "But he was a bad reported at one stage to have Defence Secretary and it is a great pity the Prime Minister did not accept his resignation when it was first offered."

After a disastrous Commons Mr Nott entered Parliament performance at the start of the in 1966 as the Member for St Falklands crisis, he felt de-Ives, which he retained with a serted by everyone on the Tory comfortable 13,716 vote majority benches and, say his colleagues, came to feel he had few friends (33.1 per cent) at the last general election. in the party. Though he re-mained in the war cabinet throughout the Falklands crisis,

As Minister of State at the Treasury in Mr Edward Heath's Government, he became increasingly unhappy and critical of increase in the money supply. His relations with Mr Heath grew into an open rift and he refused a front bench where he was earlier regarded position after the Conservative as a hardline monetarist and on defeat in February, 1974. He subsequently backed Thatcher in the contest for the leadership. Men and Maiter, Page 14

£ in New York Aug. 31 Previous Spot \$1,7150.7070 \$1,7075.7095 1 month 0,01-0,01 dis 0,05-0,01 dis 3 months 0,30-0,35 pm 0,32-0,37 pm 12 months 3,25-3,40 pm 5,40-3,55 pm

Tollow Leader and Scotch Whish ARTHUR BELL AN INDEPENDENT COMPANY



Count Lambsdorff: target of

### Simmering Bonn row boils over in public

THE WEST GERMAN Chan-cellor, Herr Helmut Schmidt, before Free Democrat party members of his government, challenging them to tell him to his face if they want to desert the coalition.

Her Schmidt's action came at a cubinet meeting yesterday when the long-simmering discontent between the Social Democrat and Free Democrat purtners finally rose to boiling

The Chancellor made clear he had been "astounded and irritated" above all by statements of the liberal Free Democrat Economics Minister, Count Otto Lambsdorff, about the future of the coalition and the

budget outlook. He stressed he had been reelected Chancellor in 1980 with the votes of the Free Democrats and his own Social Democrat Party, that both parties had given him a big vote of confidence in Parliament last February, and that he intended to continue to do his duty as Chancellor.

If anyone wanted to desert, Herr Schmidt told the assembled ministers, they should tell him so "openly, honestly and directly," not announce their views via public interviews.

Count Lambsdorff, who is well known as at least as blunt a speaker as Herr Schmidt, strongly defended himself and received support from Herr Hans Dietrich Genscher, his party leader and Foreign Minister.

Count defended the Government's recent controversial decisions on the 1983 budget, in marked contrast to some noteworthy members of the Chancellor's

own party.
This is far from the first time that Herr Schmidt and Count Lambsdorff-who sit opposite one another at the cabinet table -have engaged in a sharp verbal duel.

But the latest outburst follows many weeks of everstronger sniping between the coalition partners. It comes only a few weeks before a crucial election in the state of Hesse where the Free Democratic Party has decided to leave its long-standing alliance with the Social Democratic Party. Herr Schmidt is said to have

felt there was an accord with Herr Genscher that the Hesse election campaign should be conducted so that it would not harm Government business in He evidently feels the Free

Democrats are not holding to the pact, and is seeking to use his same period last year. The authority as Chancellor to call extraction rate is almost back the liberals back into line.

impression strengthened by the way word of the cabinet set-to emergednot through a series of leaks but, most unusually, via an official statement by Herr Klaus Boelling, the Government one of Herr Schmidt's closest advisers.

### Bonn will guarantee up to £256m in loans for AEG

ment has agreed to put up a loan guarantee of up to DM 1.1bn (£258m) for AEG-Telefunken, the financiallystricken electricals concern which is seeking a court settle- of that dependent on approval ment with its creditors and a of a state guarantee for yet new start. Count Otto Lambsdorff, the

Economics Minister, said that he hoped Bonn's action would help stabilise AEG and he taken as a positive signal at home and abroad.

The Government had not

proceedings stood a good chance around DM 15bn (£3.5bn).
of success—thereby wiping off a

It is stressed that AEG could emerge capable of stand-

ing space in its battle to streamline and avoid bankruptcy.

Commercial banks last month

agreed to put up DM 1.1bn in new credit, but made DM 400m of a state guarantee for yet another DM 1.1bn. This condition has now been fulfilled. The Government also has already agreed to provide guarantees of DM 600m for credit directly involving AEG's export busi-

ness. Nonetheless, officials stress found the decision easy, but that serious doubts remain before taking its guarantee about the future of the company pany, which is West Germany's and a full examination would suggested the court contains the future of the company and a full examination would be suggested the court contains the future of the company and a full examination would be suggested the court contains the future of the company's and a full examination would be suggested the court contains the future of the company's and a full examination would be suggested the court contains the future of the company and a full examination would be suggested the court contains the future of the company and a full examination. looking into AEG's affairs. This second biggest electricals con-suggested the court settlement cern, with annual sales of

It is stressed that AEG will loss-making sectors, that any day's government Bonn's action opens the door the bid to avoid bankruptcy and tee was not made dependent on to more assured credit for that all—workforce and top the result of these discussions.

THE WEST GERMAN Govern- AEG, giving it a further breath- management-must be ready to

AEG had close to 100,000 more than 60,000 once its restructuring has gone through. However, this does not imply a net loss of 40.000 jobs since parts of the group are likely to be bought and operated by other companies.

There is also a clear sign that Government would have liked more detail about AEG's

Bonn is still having tough talks with the Laender (the provincial states) whom it wants large part of the company's have to move quickly and to assume part of the guarantee huge debt—and that a new AEG strongly to divest itself of its burden for AEG. But, as yesterdelay could spell disaster for showed, approval of the guaran-

### West Berlin seeks jobs pledge

BY OUR BERLIN CORRESPONDENT

Telefunken. Mr Elmer Pieroth, head of West Berlin's finance department who made the announcement, said that a "firm pledge" is being demanded from the company that its remaining 8,600 jobs will be maintained before the city guarantees a loan of about DM 60m to AEG.

The number of AEG-

coal-blackened section super-

visor still looked nervously around the dark shaft 2,600 ft down in the bowels of the Slask

mine, before adding: "But at the start of the Solidarity period

people came around to my house and threw stones in the

bitter memories of a very different kind. It was at the

Wujek mine that nine of their

number were killed last Decem-

ber in the only violent resis-

tance to martial law. Those

memories surfaced again on

Tuesday when Katowice workers

answered the suspended union's

call for nationwide demonstra-

tions. There were, however, no

details of the extent of the dis-

A mixture of carrot and stick

applied by Gen Jaruzelski's

government, however, has led

to a sharp increase in produc-tion by Polish miners. The

modern, and politically stable

enough to be a showcase to

foreigners. But its output of

1,3m tonnes in the first half of

this year (compared with 2m

tonnes in all 1981) squares with

a rising national trend. Some

111m tonnes have been pro-

duced between January and

July this year, up 15m tonnes

Let's get right to the heart of it.

The New York Hilton.

THE NEW YORK HILTON

(212) 586-7000, Telex NYHUR 239492, Cable NYHILTEL Call any local Halton Reservation Service office.

1335 Areque of the Americas (53rd to 54th Streets) New York, N.Y., 10019-6078

speak your language. And 35 others.

Our International Deskwill tell you

everything you need to know about

New York. That way you'll see all you

take care of all the little (but impor-

tant) things right here. Transportation

and sightseeing. Theater tickets. Drug-

store. Airline reservations. You name it.

You'll find us as exciting and accommo-

Contact your travel agent or Hilton

Reservation Service for information

and reservations. Elegance, Excite-

ment. That's The New York Hilton.

dating as the city we're a part of

came to see in this great city. While we

to 1980's level.

was

Carnegie Hall. Broadway Theaters.

Museum of Modern Art. Radio City

New York-just a stroll from the ele-

gance of The New York Hilton. Where

there's Hurlingham's for international

dining. Sybils, the famous celebrity

club for late-night dancing. And the

piano music and relaxing with friends.

And to make sure you're as com-

exotic Mirage lounge for cocktails,

fortable as a native New Yorker, we

Center (with its opera, ballet and sym-

That's excitement. That's the heart of

Music Hall. Fifth Avenue, Lincoln

phonyl. Central Park.

turbances.

WEST BERLIN will lose "some- has fallen from 32,000 to 10,900 tion for the company dependent what more" than 2,300 jobs as in the past 20 years. The city's on AEG retaining its viable a result of the closure here of chamber of commerce has factories belonging to AEG warned that if the loss of production jobs is not halted soon, West Berlin's "industrial sub-stance" will be endangered. Mr Pleroth said the city also

wants the company to guarantee that no profitable plants will be moved to West Germany. The other West German states with Christian Democratic governmade their participation in l'elefunken jobs in West Berlin Bonn's financial rescue opera-

leave their jobs.

The city administration has offered to ensure that AEG comin West Berlin in order to secure jobs. It is looking to Bonn to provide the DM 50m (£11.6m) needed for the project's two-and-a-half year Christian Democratic govern- test phase. Alternatively the ments are reported to have city will offer to finance the first year of testing with DM 600,000 (£140,000) out of its own funds.

are placed. Miners must now At the Slask mine, however, but formidable when roused as work Saturdays and cannot both management and coalface last December showed. Katowice

### Joergensen unveils economic package

A PROGRAMME of incomes policy measures, public spendcuts and revenue increases, designed to reduce Denmark's balance of payments and budget deficits, has been proposed by Mr Anker Joergensen, the Prime Minister.

He said the measures were a halanced and indivisible whole, but details were negotiable. He will spend the next two days discussing them with other party leaders. If he eannot win support for them in Parliament, he is expected to resign.

The Government aims to reduce by DKr 10bn (£666m) next year's projected hudget deficit of DKr 74bn (£4.9bn) about 14 per cent of GDP. Spending cuts for next year total DKr 10bn gress and about DKr 6bn net; its revenue increases to about

DKr 4bn. Under pressure from its parliamentary party, the Government has withdrawn proposals to reduce unem-ployment and other social welfare benefits, but alms to save substantial sums by

tougher supervision.

Talks will be held with employers and unions in an effort to reach an understanding on reducing wage increases substantially. Wage restraint is to he halanced by a freeze on dividends and on managecommissions and bonuses.

The main revenue raising measure is a tax on pension fund incomes and life insurcompany premium reserve funds, a measure which is opposed by all of the six non-Socialist opposition

David Buchan visits Katowice, centre of the coal industry vital to Poland's economic recovery

workers put more emphasis on Province, with a tenth of the

### Election fears spark wave of selling on Spanish bourses

BY ROBERT GRAHAM IN MADRID

SHARE VALUES on all four Spanish bourses fell yesterday for the second day in a selling wave prompted by the prospect of a general election on Octo-ber 28. The share values most affected have been the seven main private commercial banks and the privately-owned utility

Both groups are the core of the power of the Spanish finan-cial oligarchy and the selling wave is regarded as a direct reflection of investor concern about the prospect of a Socialist triumph in the election.

The Socialist Party has been

careful to mention the word nationalisation only in the limited context of the hightension grid electricity network. However, there is widespread concern that the Socialists will be pushed into more radical measures, as in France.

. The seven banks control directly and indirectly almost 80 per cent of commercial bank deposits and have substantial portfolio investments in all-sectors of the economy.

During the past two days, the indexes of the stock exchanges in Barcelona, Bilbao, Madrid and Valencia have fallen an average of more than 3.5 points -a relatively large decline by Spanish standards. In Madrid, where most trading occurs, the index has dropped from almost 89 to 85.7 since the beginning of the week, wiping out some

\$250m in value. The biggest decline occurred on Tuesday, but yesterday's fall would have been greater except for a rally in the value of Telefonica, the national telephone monopoy, which is 49 per cent owned by the state.

AS the Spanish bourses are small, it requires only one or two large seliers to move values. But this week, a number of small investors have been selling in the market.

Brokers also pointed out vesterday that institutions wishing to offload large quantities of stock could not always find buyers the same day and sometimes the process took more than a week. In the atmosphere created by the election, this tended to add to uncertainty.

They believed, too, that the activity was probably less the result of a fear of nationalisation than a more general desire to be as liquid as possible, coupled with concern about a tightening of tax loopholes by a Socialist Government on share

The more sanguine among the banking community were yesterday less concerned about the movement of the stock market than about the way in which Spain risks having no economic direction for the next three months-regardless of the election's outcome.

The inflation rate is running at close on 16 per cent and no measures are likely to be taken between now and November to curb this trend. As yet, there has been no agreement on topping-up wages-laid down in all wage settlements—to compen-sate for greater than projected inflation in the first six months of the year.

At the same time, the 1983 budget will not be presented as usual at the end of the month and is unlikely to pass through parliament before January at

Hungary to curb industrial imports

China

vest.

By Leslie Colitt in Berlin

HUNGARY is to reduce its in ports of raw materials and industrial components be-cause of a shortage of hard currency and a lack of suffi-

in official statement issued by the Hungarian news agency, MTI, said the restrictions, which it called "temporary," are intended to improve Hungary's foreign trade balance and to maintain its balance of payments. he Government received a

\$260m loan from Western banks in July and has asked from Western central banks. Hungarian exports to some Western countries have "con-

tinued to worsen," according to MTI, because of what h said were protectionist and discriminating measures to reduce imports. Last year.
Hungary had a small surplus
in its trade balance with
OECD countries and has made considerable efforts this year to reduce its imports. Budapest has informed the

General Agreement on Tariffs and Trade in Geneva about the new import restrictions. They run counter to Gatt principles, but the agency's report pointed out that, since joining Gatt, Hungary has more than doubled its imports from other member

ompanies have been told by the Government to continue cutting investments and to boost their exports to the West. Recent commentaries in the Hungarian Press have spoken of a worsening economic picture in which the main economic targets are unlikely to be achieved.

Prices rose sharply last month: by some 20 per cent for bread, baked goods and rice; by 25 per cent for citrus fruit, chocolate and spices and by up to 120 per cent for train and bus travel. Hungary, with its 10-year-old

economic reform, has gone further than any other Come-con country to expose its once sheltered economy to interorientate it to market forces.

It has also gone a long way toward achieving limited convertibility for the Hungarian forint,

### Malta's foreign interference Act becomes law

By Godfrey Grima in Valetta

MALTA'S controversial foreign interference Act, introduced by the Government to restrict the activities of foreigners on the island and to prevent Maltese from using foreign TV and radio stations to broadcast to Malta, has been approved by Parliament. During the three-day televised

debate, government ministers. including Mr Dom Mintoff. the Prime Minister, made it clear the legislation was aimed at the opposition Nationalist Party. The Nationalists have been us-

ing a television station in Sicily to broadcast political programmes to Malta, be-cause of what they claim is biased reporting by stations on the island.

hey have accused the Government with bringing down an iron curtain around Malta. Nationalist Party MPs, who have boycotted Parliament since it reopened in January. have said they will break the new law immediately it comes into force.

At last December's general election, the Nationalist Party polled 4,000 votes more but gained three parliamentary seats less than Mr Mintoff's ruling Labour Party. The Nationalists claim this was the result of the gerry-mandering of electoral boun-

Katowice miners ... the Government is trying hard to keep them happy

from coal are one of the few means Poland has to pay its huge debts.

Carrot and stick at work in mines

"LOOK, I've been a Communist lieries—than from the military has risen from 595,000 tonnes. They have an established repute to 630,000 tonnes.

Slask coal face. Not only are economy rests on coal," say the

the miners working longer rank and file miners, who like

hours, but there are now more to point out that they have

The Silesian coal industry is being closely

watched in the West. Hard-currency earnings

tained by the military auth-

20,000 zlotys (£135) a month, compared with 13,000 (£88) before last September's pay rise. Saturday work, albeit compul-sory, earns a miner a bonus, which again dates from the Solidarity era. These bonuses can be spent in special shops, which also give miners a larger meat ration: 15! Ih a month as against 11 lb for workers above ground. This is a significant concession in a meat-loving on the amount mined in the nation.

Much of the increase is simply due to the stark fact that all Poland's mines have been Slask mine director, says each militarised. This is less im- of his miners now extracts, on portant from the aspect of direct control—the colonel who around 2.7 tonnes, compared earlier this year was Slask's with last year's average of 2.4 full-time commissar now divides tonnes. On the national level, his time between two other col- the daily production average

wage increases won by Soli- the fact that Solidarity, the durity last year and since main- union, was slow to organise the coalfields and since martial law he had had " no outside trouble-A Polish miner now earns

These material factors might seem reason enough why both total output and productivity from individual miners have risen, Mr Zdzisław Farmas, the Slask mine director, says each average for an eight-hour shift,

little attention to it." The Jaruzelski Government is

makers." He admits Solidarity leaflets were passed, "particu-larly at the start of martial law." But he claims "this has died out, because we have paid

It also "frightened a small political considerations." We're Polish population, churns out 17 group of slackers we had," said working harder because the per cent of total industrial pro-one brawny miner down at the country needs our effort and our duction. The Soviet Union has always paid particular attention to Katowice, which gets Soviet raw

tation for being slow to excite

windows. Of course I'm glad of them. The past year has seen always had a strong sense of materials and sends back a net inflow of 20,000 people solidarity, with a small "s".

Many other Silesian miners at the 66 mines in the southern province of Katowice have more

Mor Farmas chooses to stress cause of the region's political and economic importance, the First Secretary of the Katowice have more wice Communist Party—the post once held by Mr Edward Gierek is virtually an ex-officio member of the Politburo. The present incumbent of this post, Mr Zbigniew Messner, has risen high in the councils of Warsaw and, significantly, accompanied Gen Jaruzelski to Moscow this spring.
The Silesian coal industry is

also being closely watched in the West. Besides being the only relative economic success which General Jaruzelski can claim that martial law has wrought, hard currency earnings from coal are one of the very few means Poland has to repay its huge Western debts. Solidarity strikes last year helped depress Polish coal exports to 15,2m clearly taking no chances with tonnes, way down from the 31m the 320,000 Silesian miners. tonnes in 1980. Between January

#### and July this year, exports and as far afield as Brazil. amounted to 14.2m tonnes, and the Warsaw authorities hope to reach 30m tonnes by the end of the year. Regaining export markets in

the West will take precious time. Many of Poland's former customers switched last year and signed contracts of up to three years with rival exporters the U.S., South Africa, Australia. But Polish officials claim their industry is winning back

#### which made mine safety an issue, rumours of a rise in some custom in France, Italy, mining accidents have pro-liferated in Poland's feverish atmosphere. There have been allegations, even surfacing in the Polish Press, that "safety Gomulka: Dour leader who failed pillars " are being whittled away in the search for quick and easy deposits. But the miners—at to live up to his country's hopes least at Slask-do not yet seem seriously concerned. Officials in Warsaw say there has been no

#### ALL POLAND looked on Mr Wladysław Gomulka as a hero when he returned to power in October 1956. But popular acclaim virtually vanished during the 14 years of his rule. By the time he was deposed in the wake of strikes and riots in December 1970, he was one of Eastern Europe's most rigid and disliked leaders. Even after the fall of his suc-

cessor, Mr Edward Gierek, ten years later there was little nostalgia for the "Gomulka Born on February 5, 1905, in Krosno, southern Poland, Gomulka's formal schooling

ended when he was 14, though he earned a locksmith's diploma by attending night school. He was active in the Polish underground during World War II, and emerged from the fighting as leader of the Polish Communist Party. But his nationalism soon got him into trouble, and in September 1948 his Moscow-trained party com-

in Poznan staged explosive and bloody demonstrations "for bread and freedom." Mr Gomulka, already released from detention after the death earlier Mr Boleslaw Bierut, became the focus of the country's hopes. With the return of such a black sheep to the public eye, the Soviets were alarmed by the prospect of rapid change in Poland. On the very day that



Soviet delegation led by Mr Khrushchev arrived in Warsaw. Soviet leader agreed to call off troop manoeuvres round the his Moscow-trained party with troop manoeuvres round are rightist deviationism." He was capital and reluctantly came to capital came to capita He was gone but not for-gotten. In June 1956, workers fulfil the expectations that many people had of him. As party leader, he made a pact with the church, disbanded the unsuccess-ful collective farms, reduced the power of the secret police, and that year of the Stalinist leader for a time allowed an unprecedented relaxation of censor ship. But hopes that the "Polish October" signalled a transformation of the system

were disappointed,

After a stormy session, the But after his dramatic rise to

Slowly the excitment of 1956 waned. Censorship was tightened Gomulka was restored to several again. Mr Gomulka's flirtation senior posts, a threatening with "liberal Communists" came

#### to an end. In the 1960s, the economy stagnated after several vain attempts at reform. Brutal repression of student inrest, anti-Semitic purges and

Polish participation in the Soviet-led invasion of Czechos-lovakia made 1968 an ugly year under Mr Gomulka's rule. In retrospect, the student demon strations of that year could be seen as a dress rehearsal for the workers' strikes on the Baltic coast that unseated him just 2½ years later, December 1970.

The seesaw of East European politics—as one man goes down, another is resurrected out of obscurity—meant that after his successor, Mr Edward Gierek, fell from power in the wake of the strikes of August 1980, occasional references to the disgraced Mr Gomulka began to reappear. The Polish media even quoted him on the faults in the Gierek regime which led to the formation of the independent trade union

Solidarity. But he never really came out of the cold again, even though the military authorities after declaration of martial law Poland in December 1981 did their best to rope him in to give General Wojciech Jaruzelski's military government his blessing.

Mr Gomulka, a dour man with few personal friends, had been seriously ill for some time before his death.

FINANCIAL TIMES, published daily except Sundays and holidays. U.S. subscription rates \$365.00 per annum.

#### The other factor would be a serious explosion of unrest in the country. Like everyone else. the Silesian miners are waiting

All this depends, however, on

continued calm in the mines. So

is not, literally, underground.

The first would be any pe

ception by the miners that their

safety was being deliberately

ignored or endangered in the

Since the demise of Solidarity,

Government's rush to win more

change this year in the average

of 0.5 deaths per 1m tonne of

to see what transpires from

coal mined.

Tuesday's violence.

far, the Polish "underground"

Two things could change this.

PUBLISHED IN LONDON & FRANKFURT Head Office: The Firmskild Times Limited, Bracken House, 10 Cannon Street, Lendon EEAP 487. Telez: 3954871. Telez: (Advertising) 885033. Telegrame: Firmstime, Lendon. Tylephone: 01-248 8000. Frenkfurt Office: The Firmscial Times (Europe) Ltd., Sciollettstr. 54, 2-5000 Firmstart-em-Bain 1, West Germany. Telez: 416.193: Telephone: 7598-0. Editorial: Frenkenalice 71-62. Telephone: 7598-157.

FINANCIAL TIMES

INTERNATIONAL & BRITISH EDITORIAL & ADVERTISEMENT OFFICES Amsterdam: P.O. Box 1296, Amsterdam-C. Talex: Madrid: Exprenceds 32, Madrid 3, Tel: 16527. Tel: 276 796. Birmingstam: Katteriai and Advertising George Hac., George Rd., E15 1PG. Telex: 338650. Tel: 021-054 0922. Bransels: 39 Ree Decale, Telev: 23283, Fam 512 1404, Tel: 512 9037.

Caire: P.O. Bez 2040, Tel: 751482. Public: 25 South Frederick St., Boblin 2. Telex: 25414. Tel: Deblin 603378.

Edinburgh: Editaria and Autoritions 37 George Street, EN2 2981, Telett 72484. Editorial Tel: 031-226 4120. Absorbidge 7dc 031-226 4139. Frankfurt: Editorial Frankfurable 71-51. Telest 416052. 7d: 7578 157. Absorbing Edit Sesser: 15 rms du Candrier, Teles: 22589, Tel: 321504 321609 Hang Kapp: Reem 507a, Pedder Balteing, Padder Street, Castrol, Teles: 75204 HX, Tel: 5-235166.

Johanneskorg: P.O. Ber, 2128, Telex; 8-6257, Tel; 838-7545.

For Share Index and Business News Summary, Telephone 246 8026 (number, preceded by the appropriate area code valid for London, Birmingham, Liverpool and Manchester).

ini ira

Wiralia. Her tilly to

Rome: Editorial Via selly Mercedy 55. ' 610032. Tel: 678 3314.

# commitment to West, Deng says

BY TONY WALKER IN PEKING

CHINA'S 12th Communist in 1976 as part of China's Party Congress opened yesterday with Deng Xiaoping, the
party vice-chairman, pledging internal party struggle which
Chinese commitment to continued contacts with the West.

The veteran official said the

"We will unswervingly follow policy of opening to the outside world and actively increase exchanges with foreign countries on the basis of equality and mutual benefit," he told more than 1,600 dele-

China would firmly resist what he described as "corrosion by decadent ideas from abroad." The congress, the first since 1977, is expected to endorse economic policies sponsored by Deng as well as approving new leadership arrangements.

Meanwhile. Hu Yaobang, the party chairman, strongly criticised his predecessor, Hua Guofeng, during a lengthy report to yesterday's session of

Hu, a protege of Deng. said the political report—given by other countries, it valued even Hua—to the 1977 11th party more its hard-won independcongress "still approved of the erroneous theories, policies and foreign country can expect slogans of the cultural revolution, thus exerting a negative influence by seriously obstructing the effort of the party to set things right."

Hua lost the chairmanship late in 1980 and was formally replaced in the middle of 1981. He was demoted to seventh and last position on the standing committee of the politburo and appears to have played only a

Western observers in Peking of Party elders. are describing the congress as one of the most important since new central committee and the founding of the People's approve the draft of a new con-Republic in 1949. Deng himself described the 12th congress as the most important since the

between 1956 and the downfall of the Gang of Four within China.

The veteran official said the decade of the 1980s was an important one for the party and the state. He said the three major tasks facing the Chinese people were to "intensify Socialist modernisation, to strive for reunification and particularly He warned, however, that for the return of Taiwan to the motherland and to combat hegemony.

Deng called for a stream-lining of the administration of the Party and a reduction in the average age of officials. He said the party should strike at corruption in its ranks and improve the party's style.

In reference to contacts with the west, Deng said China's affairs should be run "in our own way and by our own efforts." He said that while China valued co-operation with ence and sovereign rights. No it expect China to swallow any bitter fruit detrimental to China's interests," Deng said in an apparent reference to problems with the U.S. over U.S.

arms sales to Taiwan. The 12th congress will approve a number of important administrative changes, including the abolition of the post of chairman and vice-chairmen, of limited role in party affairs which there are six. Deng will move to a newly-created panel

The congress will elect a stitution that will embody the administrative changes mentioned above. The congress vesterday heard a report from Hu Deng characterised the 20 Yaobang, the party's general OĐ

### Iran cuts oil price to thwart Iraqi blockade

BY RICHARD JOHNS

export terminal.

Notwithstanding Iraq's claim hull values. to have bombed Kharg Island been the third attack in 13 days to 51 per cent were reported and to have inflicted damage, yesterday by tanker brokers, three VLCCs are reliably rethree VLCCs are reliably reported to have loaded cargoes of war risk remained at 3 per there in the last two days. The cent. volume of oil has probably been An in excess of 5m barrels.

Great secrecy surround the operations. However, one of the vessels concerned is understood to be the 319,000 dwt Resolute owned by Livarnos reported to the Financial Times and on charter to Marinex, the yesterday rose \$31 compared German trading group.

A CUT in the price of Iran crude to \$28 per barrel for its main light variety of crude to ffrom an "official" selling price of \$31.20 has helped break the large blockade of its main oil export terminal ponse to additional premiums on

Last week the rate had risen it would have to 3 per cent but charges of u

> An extra incentive to run the Kharg Island blockade has been given by the shortage of Iranian Light and Iranian Heavy on the Rotterdam spot market. The median price for Iranian Light yesterday rose \$31 compared with \$30 on Tuesday.

### Mubarak pledged to boost Egyptian economy

BY OUR FOREIGN STAFF

PRESIDENT Hosni Mubarak by Dr Abdul Fattah Ibrahim, swore in seven new Cabinet Ministers yesterday and promised to try to boost the Egyp-

The ministers who were replaced included two responsible for the economy. They were replaced in the country's second cabinet reshuffle since

President Mubarak's creation of a separate portfolio for investment indicated that he was keen to continue the economic experiment begun by his predecessor. President Anwar Since the death of President

The portfolio had been held ment has been in the doldrums.

Deputy Prime Minister for the Economy, but has been as by Dr Waguih Shindy. At 46 he is the youngest member of the cabinet and is highly regarded as an experienced banker. He is chairman and a founder member of the Arab

Investment Bank.
His job will be to attract the foreign investment on which Egypt pins its hopes for boost ing industrial production, the key in Mr Mubarak's eyes to Sadat 11 months ago, invest-

### Australia heads for split over tax legislation

BY MICHAEL THOMPSON-NOEL IN SYDNEY

PLANS by the Australian Gov- tion to retrospective legislation

tive legislation.
In a letter to the Prime Minister, Mr Burr, a prominent Peter Durack, the attorney back-bencher, said that such legislation would cause "irreparable damage to the reputation, that the Government appeared

PLANS by the Australian Government to introduce retrospective tax legislation seem bound to provoke a split in its own ranks, despite the scale of the tax avoidance scandal revealed in last week's publication of a Royal Commission report.

The Royal Commission report detailed the spread of tax evasion and avoidance schemes in Australia following a saga of incompetence in the Perth Crown Solicitor's Office.

Three senior civil servants, including one who ran a call-divided the spread of tax evasion and avoidance schemes in Australia following a saga of incompetence in the Perth Crown Solicitor's Office.

Three senior civil servants, including one who ran a call-divided the spread of tax evasion and avoidance schemes in Australia following a saga of incompetence in the senior civil servants, including one who ran a call-divided the spread of tax evasion and avoidance schemes in Australia following a saga of incompetence in the senior civil servants. Three senior civil servants. The senior civil servants. The senior civil servants. The senior civil servants are the floor of the House and vote with the opposition if the Government introduced re-retrospective legislation to Mr Frank Costigan, QC.

The Royal Commission report of the servant solicitor's Office.

Three senior civil servants. The senior civil servants. The senior civil servants. The senior civil servants are considered to the spread of tax evasion and avoidance schemes in Australia following a saga of the competition of the senior civil servants. The senior civil servants. The senior civil servants. The senior civil servants are considered to the spread of tax evasion and avoidance schemes in Australia following a saga of the competition of the senior civil servants. The prime senior civil servants. The senior civil servants are considered to the spread of tax evasion and avoidance schemes in Australia following a saga of the competition.

Party opposition for the resigna-tion of Mr John Howard, the federal treasurer, and Senator

respect and principles of the to be relying on advice that Liberal Party." Liberal Party."

He is the first Liberal Party
member to declare his opposicurrent Australian tax laws
were deficient. But he said no
test cases had been attempted.

### China maintains U.S. marines will be withdrawn from Beirut 'within days'

BY STEWART DALBY AND NORA BOUSTANY IN BEIRLIT

MR CASPAR WEINBERGER. U.S. Secretary for Defence said in Beirat yesterday that U.S. marines will be with-U.S. marines will be with-drawn from the city within

He said that the evacuation had been extraordinarily successful and that he did not envisage them staying beyond

under the Habib plan. He hoped they could leave much

Mr Weinberger said that he

expected U.S. military aid to the Lebanon to be increased. He saw no reason wby French and Italian troops which also make up the multi-national peacekeeping

tthem out, he said, would be up to the individual countries. Mr Weinberger inspected a contingent of 800 U.S. marines at the Beirut port only hours after the last 600 PLO fighters were evacuated to Syria. This brought the total numbers evacuated to just

force should stay much longer. The decision to pull

over 13,000, including 2,500 Syrian troops, U.S. marines will not be involved in policing West Beirut or helping the Lebanese army to disarm Moslem militia.

The U.S. Defence Secretary said the evacuation, which was completed three days ahead of schedule, was the

first phase of a U.S. policy. Phase two, he said, was the withdrawal of all foreign forces, by which he meant Syrian and Israell troops. Phase three would be an overall settlement of the

Palestinian problem. "Syrians have told many people they wish to leave. The

leave But they will not leave until the Syrkans leave. They went to leave simultaneously. Lam sure this can be worked

Mr Weinberger said he had discussed in a "general way" the question of military assist-

### Granite-like Afrikaner image crumbles

BY BERNARD SIMON IN JOHANNESBURG

TWO OF South Africa's most influential Afrikaners have been forced out of their jobs in the past two weeks.

Dr Wim de Villiers, executive

chairman of General Mining Union Corporation, the country's second largest mining house, was the victim of a bitter personality clash and a feud between two of the pillars of Afrikaner business, the Rem-brandt tobacco and llquor

banking group, Sanlam.

This week, Dr Willem de Klerk, editor of the Transvaler, the official organ of the ruling National Party in the Transvaal, was dismissed by a pro-prietor who apparently wants to steer the newspaper on a more blatantly Right-wing course.

Dr de Klerk is more than a newspaper editor. He has taken Africa's 3m Afrikaners are dis-the lead in rationalising and agreeing about more issues—

explaining Prime Minister P. W. Botha's hesitant moves towards race policy reforms. If Dr de Villiers and Dr de Klerk had left their jobs in similar circumstances three or four years ago, it is likely that both would have gone quietly.

giving the public little inkling of the motives for their departures and ensuring that the granite-like image of Afrikaner unity remained intact.
But things have changed in Africa's largest white tribe. Dr de Villiers spoke bitterly to the Press of "sustained

Dr de Klerk said he had no doubt that "political undercurrents" had contributed to his dismissal. The de Villiers and de Klerk cases are not unique. South Africa's 3m Afrikaners are dis-

personal hostility" towards him.

and more important issuesthan ever before. One sign of the depth of the disagreement is that more and more of the dirty washing is being hung out in public. Even trivial disputes are

being blown up. A Johannesburg Afrikaans-language newspaper led its front-page last Tuesday with news that the city's nationalist mayor had apologised on behalf of a senior (also nationalist) city councillor involved in an altercation with a neighbouring town's mayoral chauffeur.

At the heart of much of the in-fighting is the departure from the National Party earlier this year of 17 ultra-conservative MPs, led by former cabinet minister Dr Andries Treurnicht.

The rebels object to Mr

betrayed the true principles of knit than that of their English-Afrikanerdom and is gradually speaking countrymen.

leading "Die Volk" towards

There is a fairly high probamately, Black domination.

servative Party, which cannot tural societies. They often live be written off as a one-day in the same neighbourhoods wonder or (like the extreme and belong to the same church Herstigte Nasionale Party) as a denominations. In other words, functic fringe. The Conservative there is a high level of over-Party has already demon-lapping participation in various Party has already demon-happing participation in various strated substantial grassroots activities. The result is that a support among Afrikaners who fiare up in any one of these are confused by Mr P. W. areas easily spills over.

Botha's policies and offended by Professor Willem Kleymans. are confused by Mr P. W. Botha's policies and offended by

the great depression and their National Party has been absorption into a modern weakened, "all the other areas industrial economy, Afrikaner are affected." Prof Kleynhams

racial integration and, ulti-bliky that Afrikaners of the mately Black domination. - same social class belong to the They have formed the Con- same sporting clubs and cul-

his autocratic style.

2 political scientist at the
The National Party split and university of South Africa, exthe rise of the conservatives plains that Afrikaners used to have sent ripples throughout serve the National Party and their society.

Despite the repid urbanisation of many Afrikaners since

Now that support for the

Botha's more moderate race industrial economy, Afrikaner are affected." Prof Kleynhans policies, arguing that he has society remains far more tightly says "Afrikanerdom is breaking."



P. W. Botha . . - race policy

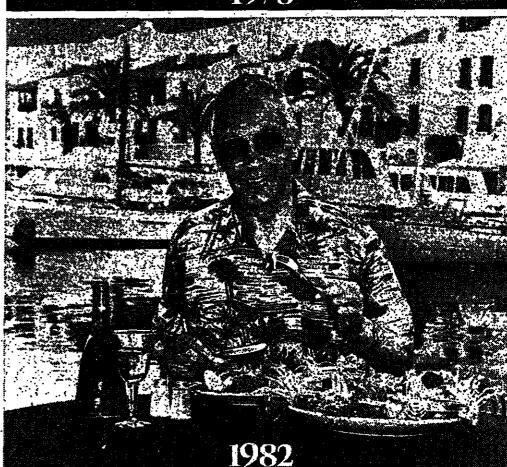
up in all its fields of endea-

On top of the split in the National Party have come other pressures on Afrikaner hege-mony. The two largest Afri-kaans churches are currently agonising over their response to last week's decision by the World Alliance of Dutch Rethem from membership and to declare apartheid a heresy.









# What's the use of building a business if you never get anything out of it?

If running a successful private company hasn't exactly made you a private fortune, don't despair. Read on. Plenty of owner-managers turn in very worthwhile

profits these days, but are still struggling themselves. And not always for the proverbial yacht in the Bahamas either. Many can't afford the kind of home and standard of living they deserve right here in the U.K.

Charterhouse can solve this problem of your business being rich and you relatively poor, because our business is investing in successful private companies.

We arrange things any way that suits your circumstances. We can help you and your fellow directors realise part of your investment, for instance.

Or buy out a partner completely.

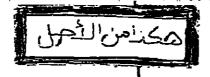
Or we can help you to expand the company with loan as well as permanent capital, if that seems a better way to go.

We make the ideal partner in other respects, too. With Charterhouse behind you you've got enormous financial know-how and resources to tap into.

And though we never interfere with the way you run the business, we can offer all kinds of practical help and management advice into the bargain.

If you would like any more information, please write to us.





## Down and out in debt-ridden Mexico

FOR THE past three years, while the Mexican economy boomed on the back of the country's oil wealth and massive borrowings abroad, Felipe Sanchez enjoyed full employment chiefly as a labourer on building sites. He earned the legal minimum

wage, which is currently 8,400 pesos (£48) a month in Mexico City, and this was enough to keep body and soul together. It was significantly more than members of his family received tilling the land in his village. The prices of basic foodstuffs like tortillas (a maize based pancake), bread and soft drinks, which Mexicans drink in greater quantities than any other nation

in the world, remained more or less stable. He was able to save on accommodation by living in the building site in a hut and so But Mexico's debt crisis has abruptly put an end to his and millions of other poor Mexicans

chances of improving their

miserable lot. The construction industry, generally the first sector to be affected in a recession, is grinding to a halt. Felipe, aged 20. has lost his job and has gone back despondent to his village to join the 40 per cent of the workforce which is without full- state's depleted coffers. Bread time employment and the safety—and tortilla prices have doubled. net of unemployment insurance.

Half finished office and apartment blocks in Mexico City, which has a population of 15m, and fading "for sale" signs on new buildings testify to the new straitened circumstances. The construction industry could shed 500.000 jobs this year and return to its employment level

Unease grows over oil-backed loans

MEXICO's international bank creditors are growing increasingly uneasy about the country's use of oil as security for some of its foreign loans write Peter Montagnon and William Chislett.

They fear the use of oil, which was pledged as security for the recent \$1.85bu emergency credit arranged for Mexico by central banks of leading industrial countries, could give some creditors an advantage over those who caunot rely on this form of

Mexico has declined to disclose the way in which oil was used to back up the central bank credit, but while commercial bankers are seeking

cent, three times the 1981 rate,

because of a falling currency

and the reduction of Govern-

ment subsidies on basic items in

The peso has been devalued

by 70 per cent against the U.S.

dollar this year. Capital flight,

following currency speculation on a gigantic scale, and the

crippling burden of servicing

the total public and private sec-

tor external debt of \$80bn in the

face of falking oil revenues and

government spending way be-

urgent clarification of this point a further technical prob-lem has surfaced with other oil-backed borrowings. This involves the \$4bn, two

year bankers acceptance facility aranged last year for Pemex, the state oil company, by Ban kof America. Bankers acceptances are short-term money market borrowings linked to physical trade trans

What bankers describe as "an oversight" by Pemex has led some of these shipments to be used to back up other credits as well, in contravention of the strict legal condi-

tions of the facility. Bank of America has asked banks participating in the

-unemployed. He says he may

now join the flood of poor Mexi-

cans who have been illegally

pouring across the 2,000 mile

long frontier with the U.S. in the last few weeks in search of

work. He has many friends who

are "undocumented workers"

there. Last week U.S. border

patrol agents at El Paso, Texas,

caught a record 1.205 Mexicans

UK bank pleas for end to Argentine sanctions ignored

crossing on one night alone.

facility to waive the condi-tion that oil shipments listed in the documentation should not be pledged elsewhere and a majority of replies were yesterday said to be favour-The Shipments had also

been used to back up credits, now totalling some \$2.8hn, arranged as forward financing of Mexican oil exports, the latest of which is a \$250m. credit to finance shipments to

Pemex has also arranged a £365m acceptance facility in London, which is unaffected by the double counting problem, as the loan conditions de not tie the acceptances to specific oil shipments.

Inflation is running at an Mexico to the verge of bank-annual pace of about 90 per ruptcy. Unemployment and the pros pect of earning dollars, which are trading upwards of 100 pesos Mexico's disposable (primary) compared to 46 pesos a month ago, and 25 at the beginning of international reserves are said to be less than \$100-insufficient to cover one month's imports. Felipe is bewildered by the year, are driving poor Mexicans into the arms of Uncle such statistics. All he knows is Sam in ever increasing numthat he is back where he started

> At the other end of Mexico's highly uneven social scale, the rich political and business classes have withdrawn their safe boxes from banks and are transferring jewellery and other precious items out of the country or hoarding them at home. The freezing of all U.S. dollar accounts in Mexico, totalling

wiped out middle class faith in the Government at one stroke. Dollar holders wishing to use their accounts have to convert their dollars into pesos at the fixed rate of 69.50 pesos to the dollar compared to the free market rate of over 100.

Wild rumours are sweeping the country that safe boxes will be impounded by the Government, that Mexican accounts in U.S. will be frozen by Washington and more dramatic-ally that a military coup is imminent. The rumours, which at times are so detailed that they appear to be deliberately engineered to create panic. underscore the mood of nervousness.

Even though much of the spe culation is far fetched, including one report that the U.S. burder will be closed to Mexico people do not readily dismiss it This is because the peso devaluation in Februiary and the second devaluation in August,

as well as the dollar freeze, all

began as rumours. Last week there was a run on pesos in banks in Tijuana, the northern border town, because of rumours of a freeze on peso deposits in banks. The Finance Ministry, anxious to stop any such move from spreading, ordered newspapers to play down the story or ignore

it, which they did. The state run television Channel 13 has already run a programme detailing the unem ployment, inflation and debt problems of other Third World countries in a clear attempt to detract attention away from

### some \$12bn, after years of no Mexico's own problems.

BY DAVID TONGE

THE British Government has decided to ignore calls by lifting of economic sanctions against Argentina.

The Bank of England and Treasury have been relaying to practice hostilities are over. But the Government banks' fears Argentina's \$40bn (£23.5bn) external debt and their anxieties over Mexico's \$80bn debt. But a Government does so. official has said: "The City's view reflects one side of the Britain's 150-mile "protective that it may face trouble in the the Argentines that they will of trouble to the international problem. The government has zone" around the Falklands by UN. After waiting nearly two only consider rolling over debt banking system will cause

Britain has long abandoned any attempt to link the lifting London bankers for an early of its freeze on Argentine assets with its hopes for a clear statement from Buenos Aires that hostilities have ended.

> The view in London is that in recent Argentine moves have apparently reinforced Mrs Thatcher's determination to its sanctions if Argentina also over the issue.

The recent probing of

Assembly, have caused the should not be allowed to under-Government to reject suggestions that this is the time to interests in Latin America. show magnanimity, according to officials involved.

Margaret Thatcher, the Prime telling the Argentines that the seemed to have strengthened insist that Britain will only lift Minister, and the Foreign Office onus of improving the situation the hands of a group of officers The U.S. has been among British.,

governments warning Britain to deal with the national view." Argentine fishing vessels, and months for passions to cool, when the sanctions are ended. Britain to give way first.

long-term Western On sanctions, it shows con-

sympathy siderable They also reject any sugges- Britain, agreeing with many tions of a split between Mrs U.S. banks which have been lies with them and not the who argen that the sanctions British... are now hurting Britain more

the junta's moves to "stir ill- Washington has begun stress- Bankers handling Argentine will" by taking the assue to the ing to Britain that the Falk- debt yesterday said they United Nations General lands is an anomaly which believed that the recent resig-Bankers handling Argentine nation of the Argentine Minister of Finance and the head of the country's central bank had made the situation with more difficult.

Diplomats warned that these resignations Many U.S. banks have told than Argentina and that threats

### **President's** men 'lack vision but not wealth'

By Reginald Dale, U.S. Editor, in Washington

THE Reagan Administration is "a government of extra-ordinarily broad wealth, narrow vision and little compassion." That not wholly original thought is the verdict of Mr Ralph Nader, the U.S.'s best-known consumer activist, who this week launches

a book profiling President Reagan's top 100 officials. Describing the dominant theme of the Administration " mainstream corporate," Mr Nader says that most of the top officials were inter-changeable.

"What we found unique,

even in comparison with prior Republican administrations, such as the Nixon and Ford administrations, is the sameness of these people," he says. Of the 100 officials profiled in the book, written by two of Mr Nader's aides, 98 are white, 95 are men and more than 30 are millionaires. Forty-three, including all the top White House staff, declined to be interviewed for the book, so the authors interviewed their friends and acquaintances.

Like an earlier Nader profile of members of Congress, which was criticised inaccuracies, the latest book is likely to be attacked as one-sided. At least one of the anecdotes it contains has already been denied.

Mr Nader describes the administration as government "of General Motors, by Dupont and for Exxon," run by people "who view the federal government as an instrument for the powerful and the wealthy, unaccountable to the public."

...The authors say that Mr Weinberger, Defence Secretary, once used drawings of three differentsized mushroom clouds to make a point about the defence hudget to Mr Reagan, so as not to "drown" him in details.

Mr Donald Regan, the Treasury Secretary, is the brightest and shrewdest of those profiled, and Mr John Lehman, the Secretary of the Navy, the most ambittous, Of Mr Lehman, he says: "He's under 40. He wants to be President, and he's just droeling with ambition."

### U.S. Navy threatens to cancel \$39.7bn F-18 jet contract

THE U.S. navy has threatened to cancel one of the largest defence contracts in history, worth an estimated \$39.7bn (£23.2bn), unless manufacturers of the F-18 fighter can lower their prices by about 10 per cent. Mr John Lehman, U.S Navy

Secretary, said in an interview published yesterday in the Washington Post that the navy would not buy the planned fleet of 1,366 F-18s unless the 1981 price of \$24.1m per aircraft is reduced to \$22.5m by 1984. The F-18, which is built by McDonnell Douglas and Northrop Corporation, was originally intended as a relatively low

cost substitute for two more specialised aircraft, the F-14 fighter and A-6 attack bomber. both built by Grumman Aero-

But in the seven years since order, Mr Lehman said.

the decision, made in May 1975 to make the F-18 the staple atrcraft for the Navy's large nuclear-powered carrier fleet, the cost of F-15s have escalated to such an extent that it is now one of the world's most expen-sive aircraft. The more specislised F-14 cost \$26.1m in 1981, Mr Lehman said.

But by combining an F-14 fighter fleet with a fleet of A-6 attack bombers, which are priced at only \$16.4m each and are considered to be more efficient for the primary function of protecting marine landing forces, the total cost of the Navy's aircraft could be reduced substantially.

Thus if the F-18s' builders cannot reduce their price below \$22.5m per aircraft by fiscal 1984, their contract would stop at the 240 planes already on

### U.S. banks gain foothold in discount broking

BY RICHARD LAMBERT IN NEW YORK

AS COMPETITION intensifies the Act. between U.S. financial institutions a number of commercial banks are forcing their way into the discount brokerage business. Security Pacific of California.

the nation's eleventh largest bank, has become the first to receive formal approval for such a move from the Comptroller of the Currency.

The Comptroller has ruled that, whereas the Glass-Steagail Act of 1935 prohibits the purchase and sale of shares by banks acting as principal, it allows them to act as agents for their customers in such

He has also decided that Security Pacific can offer discount brokerage services through offices that are not bank branches and are not situated within the State of California without breaching the McFadden Act.

deals.

The stated reason is that credit balances arising from security deals are not deemed to be deposits within the meaning of the Act, and the extension of margin credit does not count as lending money under

The bank, which earlier this year announced plans to buy a 29.9 per cent stake in London broker Hoare Govett, is now setting up an operating sub-sidiary to handle its discount broking business. However, Bankamerica Corpo-

ration, the largest U.S. bank, is

still being delayed in its pioneering bid, announced last winter, for Charles Schwab and Co., one of the biggest discount broking firms. The bid was made through the bank's holding company. which made it the responsibility

of the Federal Reserve Board rather than the Comptroller of the Currency. The Fed was obliged to seek public comment on the affair

which has now run into strenuous objections from the Securities Industry Association. the main trade group in the brokerage business. The association says the bid

is against the public interest and violates the Glass-Steagail Hearings are due to stort in

Washington next week, and could last for eight days.

### WORLD TRADE NEWS

### BP's W. German subsidiary seals Saudi oil deal

BY KEVIN DONE IN FRANKFURT

DEUTSCHE BP, the West company was conducting feasi-German subsidiary of British bility studies for the supply of Petroleum, has concluded the UK oil group's first long-term of the group's plastics processcrude oil supply contract with ing subsidiaries in West Saudi Arabia. Germany—AOE Plastic in The initial contract for 25,000 Wasserburg. Etimex Kunststoff-

barrels a day is not large, but it is a significant step for BP dress Plastic in Michelstadt. as part of its attempt to develop a long-term relationship with Arabia, the world's ence by the BP Group head-oil exporter. quarters in London to develop largest oil exporter. quarters in London to develop Traditionally, Saudi Arabian its own sources of crude oil

oil exports have been dominated supply and it has also drawn oil by the four partners in the from countries such as Mexico operations of the Arabian and Venezuela.

contracted to take rising in recent years. By next year deliveries of LPG—liquid petroleum gas (butane and propane) capacity will have been cut to only 5m tounes compared with replace falling supplies from its

domestic refineries.

Deutsche BP is also discussing further co-operative ventures with the Saudi authorities 28m tonnes in 1979. Last year including the supply of plastic some 29 per cent of its oil film for the building of green requirements were met through

U.S. over pipeline persists

werke in Stuttgart and Poly-Deutsche BP has been allowed considerable independ-Department on the ban imposed last week forbidding the sale of American goods and services to Dresser

In a separate deal with Petromin, the Saudi state oil company. Deutsche BP has also contracted to take with the company is having to reorganise drastically its oil purchasing and refining operations, however, in order to try to staunch heavy leaves. Soviet contracts.

24m tonnes in 1979. Its sales of oil products are likely to total only 17-18m tonnes this year, compared with

houses.

Dr Walter Kirsten, Deutsche
BP board member, said the purchase of refined oil products with 71 per cent coming in crude oil.

Washington lawyers note that the Administration has 30 complaint.

reprisals for the shipping of turbines, now being loaded in Glasgow, to the Soviet Union. if John Brown does make a legal challenge, it would be hest served by mounting its

By Paul Cheeseright, World Trade Editor

yesterday came under further pressure to ease its sanctions policy on the provision of equipment for the Siberia-West Europe gas pipeline. Dresser Industries of Dallas said it was pressing for a hearing at the U.S. Commerce

France, Dresser France ran into the ban after it shipped compressors to the pipeline in defiance of U.S. sanctions and under threat of "requisition" by the French Govern-ment if it did not meet its

Administration at the Depart-

lenging the legality of the Reagan Administration's ban in the courts. Its complaint in the courts remains in place, even though last week it failed to win a temporary injunction to stop the Administration from acting

days in which to reply to the Dresser is thought to be the

first company to challenge the enforcement of the Export Administration Act in the courts. The second challenger may be John Brown Engineering of Clydebank if the Reagan Administration seeks

enforcement chosen by the Administration, rather than the

three and four. Contracts involving Westing house Electric Corporation and Wabco Company, both of the U.S. to supply electric communications and signal equipment of the equipm

But the GEC deal stands as a tribute to British tenacity over the subway, which is expected to be completed by

work in South Korea in which Daewoo Heavy Industries will build the mechanical parts for 402 subway cars under sub-contract from GEC. This is the first joint effort between the two companies. GEC's willingness to localise over 60 per cent of the manufacture of the

Australia to

offer plan on

protectionism

AUSTRALIA plans to propose a five-year programme in which

nember nations of the General Agreement on Tariffs and Trade (Gatt) would reduce trade

protestionism. The programme

is to be presented to the November ministerial confer-

The programme was outlined

yesterday by Mr Doug Anthony, Australia's Trade and Resources

Minister, who was in London to participate in a trade policy

He said Australia's proposal

was to establish a programme under which protectionism by Gatt members would be reduced

through a percentage reduction in both tariff and non-tariff

Australia also would recom-

mend creation of an inter-

national council to ensure that

countries subscribe to the

He conceded that Australia's

proposals may be a bit optimis-

tic, but said concrete moves

were necessary to curb protec-

programme.

ence of Gatt in Geneva.

By Emilia Tagaza

ment of subway lines numbers ment for the cars, which are de-

Equipment for new subway

workshops and track mainten-ance equipment will be supplied by Vickers engineering's design and projects division. British Steel and Pandrol International are to supply rail fittings and fastenings for 57 km of track. The financing is being syndicated in loans by Lazard Brothers, with the British portion financed through Britain's Export Credits Guaran-

Ann Charters in Seoul traces the history of a subway deal concluded this week

included Japanese companies that equipped Seoul's first two subway lines, in addition to standing that letters of intent consortia from France and the U.S. In the initial stages of negotiations in January 1980, 20 companies discussed financing packages for the project, which is being overseen by a con-sortium of 23 Korean construction companies. Only four con-sortia participated in the first

groups were competing for the project, which had been divided into three sectors: rolling stock; signalling, communications and ground control systems; and

would be forthcoming by September 1981. Meanwhile, the Government, the Seoul Municipality and the

Korean consortium which, until then, had all been major par-ticipants in the negotiations, decided to enhance their ability to raise capital in international markets and clear up lines of Until May 1981, all four authority. The Seoul Metropolitan Subway Corporation emerged, and Korea's favourite pool of management talent, the army, was tapped for a

president. Alls. Parties to the negotiations
Three months later further agree that the situation more winnowing took place. The closely approximated inter-french stopped competing on the rolling stock, the Japanese fell out of the running for the

sector.
Finally, last December, under pressure of export financing deadlines, the subway corporaeach sector were asked to tion awarded letters of intent re-submit bids with the under- to GEC for the subway cars and to Westinghouse and Wabco of the U.S. in the ground control

> Although SMSC declined to disclose terms, the French pricing was widely believed to have been lower than that of the U.S. group, but Alsthom Atlantique, one of the companies in the French group, had just been awarded the turbine generator contract for nuclear power plants. Two of their competitors

> conquer approach to bidding left the subway project with no consulting engineering concern or single company overseeing the interfacing to deliver an operational subway system, GEC negotiated that role for the rail sector, but the subway corporation remains responsible for overseeing the civil work with the unchanged challenge of a December, 1984, subway in

### **European gas companies** sign Statoil contracts

SEVEN EUROPEAN gas companies resterday signed con-tracts with Statoil the Norwegian state oil concern, for the delivery of additional sup-plies of Norwegian natural gas from the mid-1980s.

deliveries from the Statfjord Field, the largest oil and gas field discovered in the North Sea, but further agreements are expected to be signed in the near future for gas supplies from the Heimdal and Gulifaks (34/10) fields.

Deliveries are expected to begin in 1986, rising to a volume

the remainder shared between the Netherlands, Belgium and

will flow to West Germany with

ture of Esso and Shell) and Thyssengas. The Netherlands is represented by Gasunie, France by Gaz de France and Belgium

by Distrigaz.

The gas will be brought to on the mid-1980s.

The initial contracts cover gas

The gas will be brought to
Emden in northern Germany
through a pipeline system being constructed to link in to the existing pipeline running from the Ekofisk Field at the southern tip of the Norwegian sector of the North Sea to the West German coast.

Norway is spending around DM Sbn (£1.86bn) to build 850 kms of underwater pipeline from the Statfjord and Heimdal of 3.5bn cubic metres a year. Fields and an onshore terminal Some 1.5bn cubic metres a year at Karoy, which will be used to separate out the heavier natural gas liquids for use by Norwegian

France.
The West German gas-buying consortium consists of Ruhrgas.
Deutsche BP, BEB (a joint ven-

# Pressure on

The Reagan Administration

With Creusot-Loire of

The regulations of the Export Administration Act, under which the U.S. Government acted to impose the ban, provide for companies which are affected by sanctions of the type exercised against Dresser to appeal to the Assistant Secretary for Trade

ment of Commerce. But Dresser is also chal-

The lawyers consider that

The action taken so far by the Reagan Administration has been unprecedented, the

complaint on the method of

GEC's tenacity helps secure Korean order

THIRTY MONTHS of negotiations over contracts for Seoul's
subway system were brought to
a successful conclusion this

a succe week when Britain's General pany officials.
Electric Company signed a deal worth £195m for subway cars, £81m, includes supply of offtrack and maintenance equip- shore British components such ment, and for project manage- as electrical propulsion equip-

hree and four. signed and built by GEC Trac-Also signed this week were tion. Two-thirds of the rolling

One £114m contract covers

# portion financed through ground systems, and the U.S. Britain's Export Credits Guarantee Department. The GEC companies responsible for executing the British remained as bidders the contracts are GEC Transing for the running for the four countries then had to have their bids evaluated by a new client, with two more negotiations responsible for executing the British remained as bidders in all three sectors, giving the

Indian steel companies protest. BY K. K. SHARMA IN NEW DELHI

INDIAN engineering companies complained that they have carhave protested sharply to the ried out similar projects in Steel Ministry against what they other countries on a turnkey say is the decision to hand out basis, and say there is no basis orders to the Soviet Union for switching orders to Soviet about 80 per cent of equipment suppliers for the Vishakapathor and plant at Vishakapathor and plant at Vishakapathor and plant at they have cartions with Rashtriya Ispat Nigan, the government company implementing the Vishakapathor orders will now keep Soviet units busy instead of giving a fillip to Indian industry.

When the Russians first offered aid for the plant a

effectively ruled out any possi-

bility of a unilateral oil embargo against South Africa. Speaking to industry leaders he

said any embargo not enforced

by the UN or some other multi-

national group would be an

If their fears prove correct, orders worth nearly Rs 40bm indian engineering companies (£2.4bn) for the Rs 50bn project could go to the Soviet Union to commission the plant capacity which they had hoped by 1986 even though Moscow is Union to commission the plant capacity which they had hoped by 1986, even though Moscow is providing just Rs 5bn in aid for it.

The Indian companies have Their fear, based on pegotia would get about 80 per cent of the orders for equipment. This is the basis on which the Bokaro steel plant, also being constructed with Soviet help, is

MR DRIES VAN AGT, the outgoing Dutch Prime Minister, has Centre-Right coalition after next future cabinet nor any

little faith in this.

Van Agt rules out Pretoria ban

week's general election, said head would lack enthusiasm on

that an alternative solution this issue, would be a deal between the oil Neverthe Nevertheless, he made it plain that, despite an overwhelming vote in Parliament last year producer nations and the oil transporter countries. He vote in Parliament last year appeared, however, to have calling for a ban on Dutch illusion."

Mr van Agt sought to assure no immediate action could be tee the premier, who is seeking Dutch businessmen that neither expected from the Netherlands. loan. exports of oil to South Africa.

were GEC and Westinghouse.
The South Korean divide-and-

### U.S.-backed yen loan for N-plant

JAPANESE banks are arrang-JAPANESE causes are arranging for the first long-term yen loan to be guaranteed by the U.S. Export and Import Bank under an agreement reached between the U.S. and Japan The loan in total will be for Y30bn (£68m) to the National Power Company of the Philippines to finance the export of pureless to the company of the Philippines to finance the export of pureless to the company of the product of the company of the

nuclear power equipment sup-plied by Westinghouse in the U.S. Signing of the agreement is expected in the autumn. This marks the first concrete project to benefit from the decision by U.S. authorities to make use of yen export financing. In the UK, the Export Credits Guarantee Department (ECGD) has a civilea areason. (ECGD) has a similar arrangement with Japan. There are already several proposals under

way for ECGD backing.
The loan itself will be split into two parts. The U.S. Eximbank will guarantee Y15bn (£34m) in a 12-year credit to the Philippines. the Philippines. The Philippines Government will guarantee the other half in a 10-year

محداسد لأصل

Cill

# Stillangof the castle

# Today the legendary Cortina Crusader is priced £600 below its chief rival.

You're looking at an historic car. The Crusader is the last special edition Cortina.

It's also the most desirable.

Never before has there been a Cortina with so much individuality and so much equipment for such a low starting price. (As a result of recent price rises by our competitors, it's now priced some £600 below its chief rival!)

Available with 13,16 or 2.0 litreengines, many of the Crusader's interior features are taken direct from the top of the range Cortina Ghia.

The fascia and door cappings are given a woodgrain finish. There's a centre console with built-in radio. And the driver

gets a remote control door mirror

Seats are trimmed in luxurious Durham and Crushed Velour fabric. Doors are finished in brushed Velour with carpeted lower edge. You have adjustable head restraints in the front and a folding centre armrest in the back! And there's thick cut pile carpet on the floor.

56

renc

nerg th: l wi

n th r th sai read : pai vas odu

iorie a the actor so o es a nium ongl; which the fast b; iding bling lis.

ering ience of the risec They oviet parthave

Then, there's the paintwork. You've a choice of single or two-tone colour schemes fitting for a Crusader. Set off by sports road wheels.

And just to prove there's nothing cavalier about a car this well equipped, Crusader prices start at £5160.\*

Hardly a King's ransom for a Cortina, still the best-selling car in its class.



Max. prices for the single tone 1.3 saloon at time of going to press. Car illustrated: 1.3 two-tone at £5340. Seat belts, car tax and VAT included. Delivery and number plates at extra cost. "Four-door saloons only. Recommended retail price for Cavaller GL 4-door saloon 1.3S £5818. Delivery and number plates at extra cost."

### **Jenkins** says Gower can be won

By Robin Reaves, Welsh Corresponde

A PREDICTION that the Social Democrat-Liberal Alliance could win the Gower by-election was made yesterday by Mr Roy Jenkins, the SDP leader.

Brushing aside public opinion poll evidence which suggested last week that SDP support was running well behind the Conservatives, with Labour coasting to an easy victory, Mr Jenkins said in Gowerton that it did not conform with his im-

Mr Jenkins who has carried out three walkabouts in shopping centres in the constituency said: "Votes can be shifted fairly easily and Labour is the softer vote. I think we can do well and maybe we can win." Mr Gwynoro Jones, the SDP candidate, claimed a clear shift of opinion was taking place. We are running a very strong

second indeed." Unemployment was the dominant issue in the campaign, Mr Jenkins said. "The Conserva-tives offer no hope, Labour offers no sense, we offer a realistic response.'

Mr Gareth Wardell, the Labour candidate, yesterday called for an assurance from Mr Nicholas Edwards, the Welsh Secretary, that International Nickel's refinery at Clydach, in the constituency, which suffered further redundancies last month, would not face closure in December.

Mr Jones, for the SDP, claimed that British Steel was planning to close Velindre tinplate works, at the heart of the Polling takes place on September 16.

#### Dublin caution on Prior visit

IRISH officials have reacted with caution to suggestions that Mr James Prior, the Northern Ireland Secretary, will visit the republic soon for talks with Government Ministers. A spokesman in Dublin said there were no arrangements for an early meeting. London is understood to have expressed interest in a meeting, which might be aimed at putting relations between the two Governments on a better

#### Tory campaign in Scotland

THIS YEAR marks the start of the Tury Party's general election campaign, Mr Michael Ancram, chairman of the Scottish Conservative Party, said yesterday in a speech at Elgin, "We may not be on the actual hustings for many months to come, but we do not see the next election as a threeweek wonder." he said. "We'll fight the next election starting now on the basis of what we stand for as a party."

#### Three-company trim with no job losses

ARMSTRONG Equipment, the Hull-based engineering group, is amalgamating the activities of three subsidiaries in Birmingham, which make screws and fasteners. A new company, Armstrong Screws and Fixings. has been formed to bring together the manufacturing and marketing divisions of the three companies: Crane's Screw Fasteners. Headings and Ormord Engineering. No reduction is planned in the workforce of 200.

#### Improvements lead to job cuts

UP TO 60 jobs are to be cut at the Dickinson Robinson Group's Nash Mills factory at Hempstead, Hertfordshire, during the next 18 months. The move follows improved methods resulting from capital investment over the past year, the company said yester-

#### Orme seeks talks with British Steel

LABOUR'S shadow Secretary for Industry. Mr Stan Orme, is to seek a meeting with Mr Ian Margregor, chairman of British Steel, to discuss the future of the corporation. "We cannot countenance any more closures and redundancies." Mr Orme said yesterday. He urged the ta intervene to shield British Steel from the effects of cheap imports and the continuing American steel trade

### Big drive against

TV licence dodgers THE BIGGEST national clamp-down on television licence dodgers so far was launched yesterday in an attempt to retrieve some of the £55m revenue lost every year. The campaign, opened in Leeds by Mr Timothy Raison, Minister of State for Home Affairs, is aimed at track ing down 1.4m licence evaders. Almost every major town will be visited by a fleet of 22 television detector vans over the

By disregarding the law, TV licence evaders are making honest viewers pay more than It is totally unfair that their honesty should be exploited by the small minority who default," the Minister said.

### Better sales help Nuclear Fuels to double profits

BY DAVID FISHLOCK, SCIENCE EDITOR

group, doubled its net profits in efficiency of operation in our factories. the year to March 31 to £29.8m. Sales, especially exports, were substantially better than in the previous 12 months, the group reported yesterday.

But it expects tough negotiations with its main customers this autumn when its terms of trading with the electricity boards are due to be reviewed. The boards account for threequarters of the group's sales, for nuclear power stations.

Mr Fred Bonner, deputy chairman of the Central Electricity Generating Board, said vesterday he would be trying to persuade BNFL to carry more of the risk in what, in some cases, were essentially cost-plus contracts at present. . BNFL's net profit of £29.8m

last year on sales, of £412.7m compares with a profit of £12.9m Sir John Hill, BNFL's chair- electricity sales last year into a how these costs were to be met.

BRITISH Nuclear Fuels, the man, yesterday attributed the £3m profit state-owned nuclear fuel service improvement mainly to "higher The reac

He singled out three parti-cular areas of improvement. One was the higher flow of Magnox (natural uranium) fuel through the refurbished Magnox reprocessing plant at Sellafield. Another was the uranium enrichment operation at Capenhurst. Cheshire, where the gas centrifuge process was now able to match the prices of the "huge American and French diffusion plants." As a result, the company had found some growth in a market that was very constrained.

BNFL had also negotiated a better tariff for electricity from the Calder Hall and Chapelcross reactors, which it manages for the Ministry of Defence. As a result of the extra income, greater productivity, and the return to power of a reactor used as a dry store for spent nuclear fuel, the company

The reactors were producing more electricity than in the seemed to have a very long life still in them, Sir John said.

Mr Con Allday, chief execu tive, said BNFL could now see its way to becoming a truly commercial company. It expected a Conservative Government to wish to sell up to 49 cent of its shares, now wholly owned by the Department of Energy, to the private sector once the company's heavy capital investment programme was completed. Allday expected investment to continue at the present level for

a further four or five years. The auditors, Cooper and Lybrand, note in their report on BNFL's accounts that no provision has been made for the potential costs of long-term storage of highly radioactive wastes the company inherited when it was set up in 1971. Mr Allday said discussions had had turned a £3.4m loss on begun with the Government on

### Heavy truck sales 'set to rise'

BY KENNETH GOODING, MOTOR INDUSTRY CORRESPONDENT

The company also expects 1982 to show a slight improve-ment over last year's depressed month-long strike at the beginlevel of demand, with heavy ning of this year. truck registrations (those over But Mr Chris Woodwark, 3.5 tonnes gross weight) moving sales and marketing director, up from 45,000 to about 47,500. said vesterday that Leyland's Last year truck sales fell by order books were looking 25 per cent to the lowest level healthy" and stretched well since the 1950s. Next year's into the New Year.

1979. Levland's share of the heavy truck market has fallen to about 13.5 per cent from 16 per cent

in\_1981. The figure is distorted to be rising.

The extent because Leyland Mr Woodwark said the truck some extent because Leyland

LEYLAND VEHICLES, the BL will-be replaced next year by a subsidiary, believes sales of purpose-built 2.5 to 3.5 tonnes heavy trucks in Britain will van from the Freighfliner jump by 20 per cent next year sister company code-named the to about 57,500. The company, however, has

forecast, however, amist be. The second assembly line at seen in the context of the peak the Leyland, Lancasbire, plant of 80,000 trucks registered in had been brought into operation ahead of schedule and the company was looking to improve its market share "a little " next year at a time when total truck registrations would.

has stopped making the EA market was still competitive, truck which accounted for 1-1.5 "But we have noticed some per cent of the market. The EA firming-up of prices."

The proposed job cuts and plant closures which sparked off the dispute earlier this year have been put into effect. Leyland aims to out the workforce by 4,100 or 27 per cent. So far 2.000 jobs have gone and the Guy truck plant at Wolver-

Leyland's losses (£74m at the trading level in 1981) have been reduced significantly as the BL half-year results in two weeks' time will show.

hampton has been closed.

The £37m assembly hall at Leyland, Lancashire, has a capacity of more than 500 trucks a week but is only turning out about 100. should rise to about 120 a week in the next few months as the second assembly line is brought on stream and new models come into production. Levland has four new trucks to introduce at the Birmingham International

### BL defends Sir Austin's £65,000

BY OUR MOTOR INDUSTRY CORRESPONDENT

November as "the market rate market rate for the job." for the job."

Sir Austin already collects the pharmaceuticals

BL said, "We cannot give investment.

BL yesterday defended the sort of company you don't vises companies on pay, con-£65,000 a year Sir Austin Bide switch off from. People get firmed that Sir Austin's salary will receive when he takes over immersed in the company. Sir was in line with the market rate. as non-executive chairman in Austin is simply getting the ... Mr Stanley Orme, Shadow In-

role will involve establishing responsibility at BL when Sir board meeting agendas and Michael Edwardes leaves so 263,000 a year as chairman of chairing the meetings as well that a part-time chairman can be as appointing committees appointed.
within BL covering finance and "I was astonished at the

market rate for the job." dustry Secretary, yesterday con-According to BL. Sir Austin's demned the decision to split

appointment," he said. "A fullany idea of how much time Sir The organisation Remuneratime chairman, fully cognisan Austin will spend each week tion Economics, which prepares with the motor industry is with the company. BL is the surveys on top salaries and ad-essential."

### Shell seeks cut in N. Sea crude price

BY RICHARD JOHNS

in the price of North Sea crude for the fourth quarter of 1982 of at least one dollar a barrel from the level of \$33.50 set by the British National Oil Corporation.

ber of other companies have also made their views known to BNOC, although at this point indigenous crude is over-priced. their position is apparently less well defined.

British Petroleum, the comprices, has apparently yet to make any formal application. It

SHELL is seeking a reduction it the UK producer with the far as BNOC is concerned, must biggest share of output from the be the forthcoming "privatisa-Continental Shelf and thus the tion" of the producing and most to gain from cheaper exploration assets formerly held domestic crude in its attempts by BNOC and now vested in to restore refining and market- Britoil-provisionally scheduled ing operations to profitability, for November. Even though it The UK subsidiary is understood to have asked formally for a review of the rate set at the beginning of July. A num-BNOC, the price-setter, is by no means certain the sale

The discrepancy between the BNOC selling price and the spot Forties crude.

political furore which could

seriously affected the proceeds from it. North Sea production has been holding up well in a slack market price has been closing. market. No estimates are yet pany with the biggest vested Yesterday traders reported a available for August but in July interest in lowering North Sea median price of \$33.55 for it is reckoned to have run at Another important factor, as the same level as in June.

will be held then, the Govern-

ment is anxious not to risk the

### Rothschild trust invests only a third of funds By David Fishlock, Science Editor

BIOTECHNOLOGY Investments, the \$45.9m (£26.74m) trust set up by N. M. Rothschild last year, has invested only about a third of its funds in its first year of operation.

The trust was started at the suggestion of Lord Rothschild, the biologist and founder of the Government's Think Tank, mainly to invest in unquoted companies exploiting genetic engineering.

Of a total of 92 proposals for investment from un-quoted companies the trust has bought shares in eight, all in the U.S. These invest-ments account for about \$8m, or half, of the trust's spending so far, according to the first annual report.

The trust has invested roughly another \$8m in 11 quoted biotechnology stocks, including Amersham International (UK), Fortia (Sweden), Novo (Denmark) and Eli Lilly (U.S.).

Lord Rothschild, who is chairman of the trust, believes investors should approach biotechnology—the applica-tion of biological processes to industry with patience.

#### Commercial impact

While the trust believes that genetic engineering could give biotechnology the same commercial impact as transistors, computers and micro-processors, Lord Rothschild urges investors to see the development as long term, between three and seven years, and maybe longer."

The ratio of the trust's investments to proposals reviewed is "reasonable by normal venture capital standards," Lord Rothschild says. He notes however, that the world recession has made the trust adopt a very cautious approach to quoted as well as to unquoted investments.

"The valuations placed on many biotechnology com-panles were, and remain, too high in this context, although there has been some evidence that valuations are being reduced.

Biotechnology Investments' policy is slanted towards un-quoted companies, particularly start-up ventures and those at an early stage of

Of the 92 unquoted propofrom the U.S., 16 from Britain, five from Australia, two from ireland and one from Switzer-

### Disappointed

Lord Rothschild admits that he has been disappointed by

the British proposals.

The eight unquoted U.S. investments made so far are in Advanced Mineral Technologies (to exploit genetic engineering in mining), Agrigenetics (plant science), Applied Biosystems (scientific equipment), Applied Molecu-lar Genetics (human and veterinary drugs, including interferon and new pain-killers), DNA Plant Technology (plant science), Genetic Systems (monoclonal anio-bodies), Integrated Genetics (diagnostic techniques) and Repligen (insecticides and

animal growth stimulants). The report says the trust's portfolio will eventually be well diversified through investment in companies applying blotechnology to such industries as drugs, chemicals, energy, pollution control, min-ing and agriculture.

### Market squeeze on coal

is blowing through the National Coal Board's markets lending a new urgency to its discussions with the National Union of Mineworkers on the closure of uneconomic pits.

Mr Arthur Scargill, the union's president, is sworn to

oppose any closures except for complete exhaustion—that is, there is no coal left. He takes the board's warnings about market-place difficulties as proof that the management has pro-vocatively drawn up a "hit list " of pits to be closed.

The Coal Board, with what is becoming monotonous regula-rity, denies the existence of a hit list of specific pits. It admits freely, however, and with a growing air of desperation, that 12 per cent of its annual deep-mined production is losing £250m a year.

Its latest, anguished comments on the state of the coal market were delivered on Tuesday following a meeting with NUM leaders. Mr James Cowan, one of the

board's deputy chairmen, said falling demand, rising overseas competition and increased production from the UK's modern, capital intensive pits were likely to result in a "reduction in the industry's manpower requirements." Increasing "diffi-culty in the market place" had made " meaningful discussions ' with the NUM necessary.

The Coal Board's arguments for shutting some 13m tonnes year of uneconomic coal caparity are hard to gainsay once stripped of the oblique lan-guage in which they are in-variably couched for fear of the

During the year ended in March, the board's losses were running at more than £1.5m for every working day. Ten of the 12 deep-mining regions made

operating losses. The taxpayer footed the bill for these losses via a govern-

Miners' president Arthur Scargill takes warnings about marketplace difficulties as proof of a pit closure "hit list." With growing desperation, the Coal Board points to production losses of £250m a year. SUE CAMERON reports

OPERATING RESULTS OF DEEP MINING AREAS

Operating profit/loss

im 1982 7781 North East North Yorkshire -20.2Donester South Yorkshire +28.7 +62.0 North Derbyshire +42.2 South Notts. -10.2South Midlands South Wales

Total mining areas 226.1

deficit grant required in the previous year.
The reasons for the mounting losses are not hard to find. Demand for coal and for energy generally in the UK is far lower than predicted when the industry drew up its Plan for Coal in the summer of 1974.

This envisaged a UK inland demand for coal of about 132m tonnes by 1985. In 1981-82 inland consumption was only 117m tonnes. The board stresses that there is "little 117m prospect of significant improvement over the next few years' on this figure.

Coal exports could help to boost the total figure a little but are unprofitable.

In the eight years since the plan was set out, the industry ment deficit grant of £428.3m, has invested heavily in modern more than double the £149m economic capacity. The plan was

designed to generate some 40m tonnes of new or replacement capacity. Almost 16m tonnes of new capacity is in place and a further 26m tonnes under cor

struction. The new or modernised mines are less labour intensive than the older ones and coal from

them is far more economic.

In 1981-82 the average operating profit on coal from the North North region was £3.44 a tonne. The average operating loss from the South Wales region, where many of the older mines are, was £12.59 a tonne.

The single most significant area in which the plan is not target is in capacity closure The expectation was that 3m to 4m tonnes a year would be shu between 1974 and 1985. So far a total of 8m tonnes of deep. mined capacity has been shut. To add to the board's difficul ties, coal stocks are at an an time high relative to consump tion. They are about 48m tennes, with more than 20m tonnes stocked at power stations:

The high stocks are partly a matter of government policy. The NUM has long been the scourge of governments in

governments in particular. Ministers are trying to take counter-measures against the effects of a possible miners'

strike this winter. Mr Scargill and other NUM leaders appear uninterested in coal economics except as they might "prove" the existence of a closure hit list. Mr Scargill is insistent about the hit list. Some believe this is because he wants to arouse anxiety about job security among large numbers of miners. He thea

strike action. In one sense claims and counter-claims about closure lists are irrelevant. Market forces are militating more strongly towards the closure of uneconomic capacity in the coal

might have a better chance of

persuading them to vote for

### High technology support schemes to be simplified

BY JASON CRISP

THE Industry Department's fibre optics, computer-aided numerous and complex industry- design and others. support schemes for high is worried that industry is unavailable and is to simplify the schemes so companies can understand them.

The schemes are being rology and standards. assembled and promoted under tion. This includes:

quirements Boards and Product Process Development Schemes these spent £150m in the past

 Support schemes for special sectors—the Microprocessor Awareness Programme (MAP). the Microelectronics Industry Support Programme (MISP)

RRBs are merging with technology projects are being PPDSs under relevant Industry reorganised. The department Department divisions. Five boards cover electronics and aware of substantial benefits avionics, materials and chemicals, textiles and other manufactures, mechanical and elec-

trical engineering and met-

One reason for the merger one title. Support for Innova- was departmental concern that boards were insufficiently resments. Last year they gave industry and research bodies £21m, about £2.5m less than in the year previous,

Any company or research body seeking any of the forms

of support for innovation will now have to apply only to its nearest Industry Department and programmes for robotics, regional office.

### Revenue accused of bias

Revenue over its action against secondhand life bonds was made yesterday by the Linked Life Assurance Group. The Revenue is accused of

taking retrospective action against these bonds and of bias in listening only to views of the establishment in the life assurance industry.

the Treasury. A normal life bond bought

direct from a life company is subject to higher rate tax on dated time the profit. But if a bond was deadline.

A BITTER attack on the Inland bought secondhand from an independent intermediary, the profit was only subject to Capital Gains Tax.

The Revenue issued a state next on June 24 to the effect that from midnight on June 25 all new secondhand bonds would be taxed as ordinary life

It followed this with a further announcement last week that representations to Mr Nicholas
Ridley, Financial Secretary to
the Treasury. would result in the whole bond being taxed as an ordinary life bond and the Revenue backdated this action to its original

### |Activist to ioin Anglia building society board

By William Cochrane

A PROGRESS report on the proposed merger next April of the Anglia and London & South of England building societies revealed yesterday the existence of a boardroom reshuffle involving a noted activist, a major taxsaving and a special bonus to

The activist is Mr Paul Twyman, who has been invited to become a director of the enlarged society. He is a civil servant. He opposed Anglia's previous merger with Hastings L Thanet Building Society in 1978 and unsuccessfully stood for election to Anglia's board

over the past four years.

Also joining the board will be Mr Keith Wickenden, Tory MP for Dorking and chairman of European Ferries. Mr Wick-enden said that to his knowledge there was only one other building society director in the Commons, Mr Eric Cockeram, Tory MP for Ludlow, who is vice-chairman of Liverpool Building Society.

The retirement age for directors is being reduced from 75 to 70. Mr Twyman said yesterday this reflected his views on board-members' ages. Three current directors from London & South and three from

Anglia will retire and share £49,000 compensation for loss of office. Mr Jack Corrin, Anglia chairman, said yesterday ell the retiring directors were more than 70 years old or close to it.

The merger will be effected by transfer of Anglia's engagements to London & South although Anglia's name will be kept for the farger group. Rekept for the larger group. Be-cause of this Anglia will change ets year-end from December 31 to April 4, and in the process save £17m, threequarters of its tax provision.

Meanwhile. ordinary and bonus shareholders of London & South are to be paid a special bonus of 0.5 per cent costing more than £1m.
Mr Tony Stoughton-Harris.
chief executive-elect, said the

bonus had been calculated mathematically to balance the two societies reserve ratios and took into account a surplus on a sale of London properties which is just being completed. The two societies combined 383 branch offices involve dupli-cation in 32 towns. Post-merger

plans envisage closure of 18 of these on a phosed basis. Staff of both societies will be offered a guarantee that there will be no compulsory redundancies for five years.

Anglia, the sixth-largest building society before the merger was sunounced in May, is likely

 $\mathcal{M}^{\mu_{1},\mu_{2},\nu_{3}}$ 

will be supplanted by the National & Provincial, the product of the merger between the Burnley and the Provincial building societies announced a month later.

Sampson batteries A REPORT in vesterday's

Financial Times, stating that Chloride was the supplier of Unipart's new Sampson battery range, was incorrect. The bat-teries are manufactured by Tungstone Batteries, part of the Hawker Siddeley group. -

# Minister spells out terms of help for new projects

THE GOVERNMENT is prepared to assist aerospace pro-jects but will demand "every expectation of a satisfactory real rate of return on its investment in much the same time scale as the aerospace com-pany." Mr Norman Lamont, Minister of State for Industry, told leaders of the aerospace industry in London yesterday... This is the first time the

government has spelt out the terms under which it is pre-

pared to consider a role in new aerospace projects. "The prime criterion is that the project for which support is sought must in itself show satisfactory prospects of commercial viability." Mr Lamont told delegates on the second day of the Financial Times/Royal Aerosnautical Society comerence, Aerospace Enters a

New Era. "We will not support politi-cal aerosplanes designed with prestige rather than profit in mind," he said in a thinly disguised reference to Concordetype projects.

encourage British companies to improve their productivity to

match major foreign competi-

tors The plan for the Govern-

over the same period as the company "will be an added incentive for the company to improve its efficiency." Mr Lamont was keen that the Although the Government was now prepared to consider terms of any future government support for aerospace should assistance for aerospace pro-

Mr. Norman Lamont, Minister of

State for Industry

jects, it was still up to the

industry to "select those projects with satisfactory prospects

of commercial viability and to

industry to determine its own In an attack on the "distor-

created by some credit terms for new aircraft sales, Mr Lamont said these had shielded the world's airlines from exposure to the true cost of continue; it is time to redress certain elements in this distorted balance." In a reference to criticisms

by the U.S. of subsidies for sales of European airliners, Mr Lamont said the British Government was sympathetic towards the efforts of the U.S. element of subsidy in supported

reflect the commercial cost of production and marketing.

money and would "neutralise The proposals could reso competition in credit terms joint investment in "major while recognising that the institute technical breakthroughs which tutional situation in all markets exist on tomorrow's horizons." may not be identical." Sir Austin Pearce, chairman industry was small compared

The U.S. helicopter manufac-

viable," the minister said. This willing to act as a catalyst with could involve a partnership with the U.S. Government" for In short, it is up to the street" in future co-operative helicopter development/production programmes with inter-national partners, Mr Robert F. Daniell, president of the United Technologies Sikorsky Aircraft Company, told delegates at the conference.

e to the true cost of "Sikorsky, working with one "This is unlikely to or more international partners," would formulate a mutual risk, mututally funded business arrangement to invest the neces sary technical skills and resources in a joint develop-ment programme with a mutual production programme on the "It is Sikorsky's intention to

continue to explore collaboraelement of subsidy in supported tive arrangements which go export credit terms for aircraft well beyond those formulated ales: in the past. These arrange-He called for a new basis for ments will address the total aircraft financing which would issue of helicopter development, The proposals could result in Mr Daniell said the helicopter

of British Aerospace, speaking with the rest of aerospace, with after the Minister, agreed that eight manufacturers and 53,000 aerospace projects should be people able to make 2,500 heliprofitable. copters a year.

### FINANCIAL TIMES **AEROSPACE Enters a new era** CONFERENCE

present business structure. This suggests that some of us had better get together and face the problem of the cost of development and production head-on."

Admiral Sir Raymond Lygo, chairman and chief executive of the British Aerospace Dynamics group, in a paper on new deve-lopments in missiles, warned: "If we in this country fail to recognise that a new era of missile technology is dawning and fail to grasp and exploit the lead that our technology gives us, we will have missed the bus once again."

Britain was approaching the age of third generation missiles," he said. These were becoming more multi-purpose and more complex.

Micro-processors and microchips had given Britain the ability to manufacture missiles ment to recover its investment demonstrate that they are turer, Sikorsky Alicraft, "is is no room for all of us in the computer programmes "Unless we co-operate there able to accept changes in their

### altered their characteristics and capabilities. Hyper-velocity missiles were about to appear. These would have a "great effect on the design and characteristics of weaponry. "Our ability to make a mis-

sile think has accelerated to the point where we can match the hyper-velocity speed with a suitable speed of reaction," Sir Raymond said. Some of these missiles will have no warhead and will depend only on their energy and

high speed to destroy a target:
"We have the possibility for
the first time of using missiles
in the same way as shorter range, multi-purpose guns." delegates: "In arguably the most important single field of aviation, military combat aircraft, we can expect to see an increasing proportion of agile fighters." A second development would be an expansion of ver-tical and short take off aircraft.

International collaboration works. The lessons we have learned from the past mean that

it can be made to work even better in the future and we

must seek to build on our past

ses, such as Tormado

حكمذا مند لأجول

next six months.

arbitration.

gloom over their progress.

introduced.

The National Union of Public

Employees has already sug-

gested that the discussions should be called off if the

Government fails to agree to a

carch-up payment before a new

year-on-year system of pay rises

Other nurses' bodies remain sceptical that any substantial

dvances can be made until the

## Labour and TUC call for new start on transport

BY HAZEL DUFFY, TRANSPORT CORRESPONDENT

repeal of much of the Govern, than at present. ment's legislation on the subject was launched yesterday in would consist of management. a joint TUC Labour Party state trade union local authority and age the use of public transport.

The document will be submitted to this year's TUC con- public transport. gress and Labour Party conference for approval. It is the first major statement on transport policy from the Labour Party since the White Paper which led to the 1978 Transport Act. ment and operators in a frame-

transport spokesman, said yes- cing minimum levels of service. new start is required in the the public sector in road battlorganisation of transport services in Britain and Labour offers a radical set of policies to achieve this. At the heart of these policies are the travel-. ling needs of all people for a

The statement proposes the creation of a National Transport Authority which would have statutory functions de transport industries, and the signed to influence broad policy statement promises: "Greater

**OFT** criticises

refusing credit

in certain areas

COMPANIES that refuse to

grant credit facilities to con-

sumers living in certain areas

were criticised strongly yester-

day by Sir Gordon Borrie.

director general of fair trading.

Sir Gordon, speaking on the

was "most uneasy that

publication of an Office of Fair.

Trading paper on credit scoring.

an arbitrary practice known as 'red lining,' under which credit

is refused to everyone living in

practice of

By David Churchill

AN APPROACH to transport Transport assuming a broader ventures with the private sector policy which would require the and more interventionist role will be examined positively as The NTA, whose membership is not relinquished."

The statement also calls for extensions to the Government's role in the form of legislation to increase local passenger services and to bind govern-Mr Albert Booth, shadow work underplaning and finan-"Nothing short of a A wider role is envisaged for

age, ports and shipping. Increased investment transport as well as revenue support, is urged. In evaluating claims for investment, the extension of cost-benefit schemes reliable, cheap and good quality to rail and bus proposals would network of road and rail ser- aim at more accurate comparisons between schemes

Greater flexibility would be allowed in the borrowing powers of the dationalised and planning. This would be re- access to private capital mar- full programme of main-line flected in a Department of kets for loan capital and joint electrification.

long as ultimate public control

Although it seeks to encouruser representatives, would the statement does not include create a stronger lobby for radical proposals to curb private cars. It does however, float the idea of substituting inpetrol tax reflecting mileage driven—for the existing

vehicle excise duty. Proposals for the road haulage industry include legislation to implement the recommendations of the Foster Committee on operators licensing, published in 1978. Large-scale has been ruled out and there is no commitment to renationalise the National Freight Company It is, however, considered that "the NFC should form part of

a public sector approach to road haulage. . A Labour Government would encourage the transfer of bulk freight to the railways, although there would be no enforcement of such a policy. It would also make an immediate start on a

### **Royal Bank of Scotland** to set up merchant unit

merchant bank in the next few

ing an outside merchant banker to run the unit. The British Linen Bank, owned by the Bank of Scotland. is the biggest merchrant bank north of the border at present. The Royal Bank has been conscious for some time of the need to upgrade its services in this area to match competition from its Scottish rival and from

a particular area, may be in use by some companies." Red lining is applied by some companies to inner-city areas and may cover everyone living in a block of flats or street. Sir Gordon said this practice not only raised issues of fairness but could also "involve offences under legislation concerned with racial and sex discrimina-

He said the OFT had the power to refuse a credit licence which all credit traders must have—to anyone "indulging in deceitful, oppressive, unfair or improper business practices."

the growing use of credit banking venture. The corporate

Credit scoring, which is used by more than 20 UK credit companies, is a system for granting are each given a points rating. .. If the credit applicant achieves "pass mark," credit is

Companies using credit scoring say it is less susceptible to human error and can enable junior staff to take credit

Sir Gordon, however, warned that there could be a risk that some people may find them selves being unfairly refused credit as traditional methods of credit assessment are replaced by more automated credit-

scoring systems. "If credit-scoring systems do not retain an element of flexi- Sea Guard gun and radar antibility to cope with applicants who do not quite fit into their categories, they run the risk of unfairly turning down people said. So light it could be fitted who are sound credit risks."

BY WILLIAM HALL, BANKING CORRESPONDENT months and is considering hir-

the English merchant banks

which are becoming increasingly active in Scotland. The Royal Bank of Scotland ventured into merchant banking before with the establishment of National Commercial and Schroders in 1964. Its name was later changed to National Commercial and Glyn's, but the bank never made much impresfrom the list of banks whose acceptances are eligible to be bought by the Bank of England in its money market activities. In 1973 the Royal Bank set

up a corporate finance division The OFT is seeking comments | which will provide the nucleus on the practice of red liming and of the bank's new merchant

Mr Charles Winter, chief

executive of the Royal Bank, said yesterday that the bank had decided not to replace Mr Simpson until plans had been finalised for the merchant bank-

ing venture. . He said that most of the mer Linen Bank in terms of assets

visibility.' No decision has been made on the vehicle for the bank's merchant banking venture. although the bank has two units, National Commercial and Glyn's and Royal Bank Develop ment, which could provide an

### **Exocet detector unveiled**

been developed by Plessey, the electronics company.

The AWS-6 will be launched formally at the Farnborough international air show next weck with three other new or improved military and civil radar systems which Plessey unveiled in London yesterday. The Royal Navy is under-stood to be interested in that part of the AWS-6 used in the

missile system. The new system's keynote was flexibility, the company

system to track and destroy a missile such as an Exocet in the last seconds of its flight.

Many of Plessey's radar have been designed specifically for export outside Europe. It is estimated for example that only 12 per cent of the potential market for the

Plessey has sold to Argentina America. Mr Richard Worby, the sales manager, said vester day sales could resume if the ban on arms exports were lifted

### THE Royal Bank of Scotland is for the last seven years by Mr expected to announce the for- Bill Simpson, who retired mation of Scotland's biggest earlier this week.

chant banking functions were already being carried out by the corporate finance division, which has a staff of about 70 and is bigger than the British However, he was anxious to give the Royal Bank's merchant banking operations "greater

operational base.

Mr Winter said the Royal Bank might look outside the group for a chief executive for the operation. Initially, the intention is that the merchant bank will service the Scottish clearing bank rather than the

BY BRIDGET BLOOM, DEFENCE CORRESPONDENT A NAVAL radar system which patrol vessels, it has an 80 per could provide even small war-ships with early warning of sea-missile at long range. Thus it skimming Exocet missiles has enables a ship's point defence

Sentinel, a new short-range land-based system, is in Europe.

and export licences granted

### in small warships and coastal Many stores oppose Sunday opening

BY DAVID CHURCHILL, CONSUMER AFFAIRS CORRESPONDENT

mups are against liberalising opening hours. Sunday trading laws, according to a survey of 38 large retailers. Together they employ more the law restricting shop open-Most department stores were firmly against any change, as

were most grocers Most support for Sunday opening came from do-it-yourself retailers, and retailers such as Habitat and Rumbelows also backed the idea.

The survey was carried out by the magazine Large Mixed

laws was reopened recently by Mr lain Sproat, a junior minister at the Trade Department, exercise as utility costs of heat-He suggested that the Coverning, staff employment, etc. will ment might support a private simply drive up overheads."

MANY LEADING retailing member's Bill to extend shop

Attempts have been made over the past 20 years to alter ing hours, but opposition from trade unions, retailers and religious groups has prevented any change securing parliamentary approval. In the survey, the 236-strong

Fads do it rourself chain was one of the few such retailers to seem reluctant to embrace wholeheartedly any extension of shopping hours. It said: Basically we hate

the idea that it is coming but The debate on Sunday trading look on it as an evolutionary move in shopping habits. It will inevitably he a very expensive

Carrefour "would love to be open on a Sunday, particularly ning and d-1-y Comet said: "We gardening and feel that shops or retail outlets should open when customers

Marks and Spencer "will not be opening our stores on a Sunday as traditionally this is a day of rest." However, recognised the need rationalise present laws. The John Lewis Partnership

said: "Sunday trading is potendisadvantageous customers, traders and the economy, not only in terms of cost but also in the way it might disrupt the lives of those who work in retailing. This would make it difficult to attract and retain recruits of the high standards we require.

### Government denies duty to act on poor schools

By Michael Dixon, Education Correspondent

THE GOVERNMENT yesterday refused to accept a duty to take any action on reports by the state's independent educational inspectorate that local authorities are breaking the law by providing substandard schooling children in their areas.

The refusal came in the Government's reply to the Committee on education, which in February proposed that the Secretary for Education and Science should accept the onus of at least publicly explaining why no central action was being taken on adverse reports by the

inspectorate.
In April the inspectors reported that of the 96 English local education authorities, only five were completely fulfilling their statutory duty to provide for pupils to be taught according to their ages,

abilities and aptitudes. Another 79 of the authorities were unsatisfactory in one or two aspects of educational provision. The remaining 12 were viewed by the inspec-

torate as generally failing in their responsibilities under the Education Acts.

The same Acts give the Secretary for Education and Science powers to intervene if he or she is satisfied that a local education authority is defaulting on its statutory

đuty. The Select Committee of MPs stated in its report that the inspectorate, under Miss Sheila Browne, the senior chief inspector, was the only hody "capable of making an

authoritative judgment about educational adequacy." The MPs added: "It appears to us that where assessments of inadequacy are made by the inspectorate, the onus should be on the Secretary of State to say why it is that he does not accept the validity of such judgments in respect of his own responsibilities

under the Act." The Select Committee of MPs stated in its report that the inspectorate, under Miss Sheila Browne, the senior chief inspector, was the only body "capable of making an authoritative indgement about educational adequacy.

The MPs added: "It appears use that where assessments of inadecuacy are made by the inspectorate, the ouus should be on the Secretary of State to say why it is that validity of such judgements in respect of his own responsibilities under the Act

Yesterday's reply by the Government agreed that the Education Secretary was legally required to be satisfied. "having considered all the relevant information and advice." whether a local education authority was in default of its duty.

But the Education Secretary could not substitute the inspectorate's judgment for his own, the reply continued. Second Government Response to the Second Report from the Education, Science and Arts Committee: Cmnd 8648, £2.10.

### Breaking with British tradition By James McDonald

HOTELS AND guest houses are finally adjusting to the changing pattern of British the growing popularity of short breaks outside the traditional peak seasons.

Next week the English Tourist Board, a pioneer in promoting the short-break concept, will launch its 1982-83,

But the East Anglia and South-east England Tourist Boards jumped the gun in Ely yesterday with the launch of their own Take a Break on a Budget brochure featuring 120 two-night package holidays in small hotels, guest houses, farmhouses and inns.

The packages include two dinners and two English breakfasts and prices are mainly in the £20 to £25 per head range.

A number of the packages include such extras as free theatre, a round of golf and horse riding.

### Changes at F. H. Lloyd Mr F. P. Greasley and Mr J. STAR PRODUCTS, a Die Casting

Dawson have been appointed to Machine Tools subsidiary. Mr the heard of F H. LLOYD John Rutsen, whilst remaining HOLDINGS. Mr Greasley a director of Die Casting Machine becomes managing director of the foundries division. Mr A. D. Harris managing director of the engineering, overseas and services divisions, and Mr W. A. Ringell managing director of the steel dirision. Mr Dawson becomes administrative director and commutes as company

bility for the sales and marketing of Crescent Toys. Mr William Simpson, general manager corporate finance at the ROYAL BANK OF SCOTLAND,

will retire on August 31. The Lards Commissioners of

The David Evans has been Her Majesty's Treasury have who becomes deputy chairman, been appointed appointed

Mr John Pallett has been plant. appointed to the board of RAMS-BURY BUILDING SOCIETY.

Hardy Spicer division of GKN.

Mr Lionel A. F. Anderson and Mr Nigel G. Watson have been appointed directors of CHARTERHOUSE JAPHET INVESTMENT MANAGEMENT. Dr Peter Troughton has been

appointed managing director of HILGER ANALYTICAL, in succession to Mr Ken Rippon.

tion of turnkey powder coating

appointed to the new post of senior menager. Treasury, of THE AUSTRALIA AND NEW ZEALAND BANKING GROUP with responsibilities for foreign currency and treasury operations

appointed director of operations manufacturers. Recently, Mr Head held a similar position with Rolls Royce of Deroy.

# TUC leaders urge support for health pay strikers

BY JOHN LLOYD AND IVO DAWNAY

PLANS to step up support by non-health unions to tighten the screw on the Government over NHS pay will be discussed today by the general council meeting in Brighton before the TUC Congress opens next week.

Senior general council members will push for a statement from the council on the dispute to be put to the conference. It is expected that this will urge unions to widen the action, in preparation for a more general mobilisation of union support than that seen so far.

The statement will pre-empt emergency motions on the dispute which would come from the floor. The council is concerned to remain at the forefront of the health action in order to retain its control over

Union leaders believe they have an issue which commands a measure of popular support. and will seek to use congress as a rallying point for the campaign to push up the Government's offer of 7.5 per cent for murses and 6 per cent for ancillary staff.

The national executive committee of the right-wing Electrical Power Engineers yesterday issued an unprecedented declaration of support for the health workers, and warned of the dispute spreading into electricity and water

demned Mr Norman Fowler, and to seek mediation.

We shall also be reminding the Social Services Minister, for the Secretary of State that he is his "cynical handling" of the dispute, which, it said, had accountable to Parliament for "neither morality nor logic." The executive orged Mr Fowler the state of the National Health Service. either to resume negotiations.

Mr Clay said there was no or allow the issue to go to point in implementing "a glorious mechanism" for nurses Talks aimed at reaching a pay if the formula failed to long-term formula for establishincorporate an understanding on ing nurses' pay rates resume to-day amid deepening union improvements in basic pay However, he pointed out that

the Megaw report suggested a comparability system taking account of available resources He feared this appeared to offer the Government a means of throwing out the catch-up requirement.

Mr Bob Jones. Nupe national officer for the NHS, said yesterday that management negotiain arguing that some nurses' pay levels were inadequate.

Government formally declares its position on the Megaw committee's findings on Civil Ser-Unions would be seeking vice pay comparability—ex-pected this autumn. further information from Mr Kenneth Clarke, the Health Mr Trevor Clay, general sec-retary of the Royal College of Nursing, will express his con-Minister, on his recent comments that the Government acknowledged the need to deal with the "absolute levels" of cern over the progress of the talks at a meeting with Mr Norman Fowler, the Social Ser-

murses' pay. The restoration of former pay links between senior nurses and civil servants would be one way to approach the problem, he

two-to-one to throw out the Government's latest pay offer. Sporadic industrial action continued throughout

Mr Clay said yesterday: "We dustries. will be asking the Government continued throu
The EPEA executive con- to think again, to keep talking country yesterday.

The meeting was agreed after

RCN nurses last week voted by

### BSC meets all 18 unions over transfer of bonuses to basic pay

vices Secretary, tomorrow.

BY OUR LABOUR STAFF

BRITISH STEEL Corporation be consolidated into basic rates came a week after the announceofficials yesterday met representatives of all 18 BSC unions to discuss the transfer of bonus payments into basic pay.

Union officials stressed the importance for the future of the first ever joint meeting with all unions present. Mr Bill Irvine. executive member of the Iron and Steel Trades' Confederation, said: "This is an historic development it will pave the way for much greater co-operation between the unions in the fight for survival."

It was agreed at the meeting to transfer 2½ per cent from lump sum bonuses into basic rates. The company accepted in principle earlier this year that a part of bonus earnings should

in the light of performance improvements in the first six ment of rationalisation plans which could lead to the loss of up to 3,000 jobs. months of the year. First quarter bonuses added to keep us frightened by hinting an average 4 per cent to earnat more major closures. The

per cent and a few as little as 1 to 2 per cent. The unions were pressing for a 5 per cent increase in basic rates to come from the bonus scheme. Mr Bill Sirs, the confederation's general secretary, yesterday dismissed a suggestion from Mr Ian MacGregor, BSC chair-

restrictions.

man, that one of the five major British Steel plants may have to close as a result of U.S. import

ings. Some plants received 10 American restrictions will only lose us sales of about 200,000 tons and our capacity is already below demand in this country."

BSC claimed yesterday that a

Mr Sirs said: " They just want

carried out by Opinion Research revealed majority support for the corporate survival plan and the system of local lump sum bonus schemes. The company would not give further details of the poll findings but a spokesman said the majorities

Mr MacGregor's comments

## Civil Service meeting expected to back talks on pay system

CIVIL SERVICE union leaders much of that policy was now have called an urgent meeting clear—partly arising from the of the Council of Civil Service Unions next Tuesday, which is expected to sanction the start of discussions with the Government on the Megaw report on civil service pay. Further union progress on

BY PHILIP BASSETT, LABOUR CORRESPONDENT

until the next scheduled meeting of the council, set for of opposition from the most militant union, the middle-grade Society of Civil and Pub-lic Servants. which said no

Megaw was thought unlikely

meeting should be held until

MANY UNION leaders, already

all. Yet it remains, to outsiders, relatively obscure, Its importance lies in the shift of political balance within the union Aslef, and patronage of would thus have 54 members. council once its structure is a larger union, or group of The opposition to the autochanged. Its obscurity resides in unions. This patronage is, in maticity principle, as it is the complexity of the present turn, based on their general known has been fierce and has system of electing the council, willingness to follow their come largely from the left. In

solitary General and Municipal Workers in group 18, for general

strength—though the representation often reflects past, rather than present, numbers. The National Union of Public largely Employees, for example, has twice the membership of the three mining unions taken together—but only one councilor against their two (both of whom come from the National Union of Mineworkers). The election is mounted at

generally a stagy affair. The

council, while the smaller

original council evidence to the Megaw inquiry, and partly from talks last month which accepted a number of the Megaw report's points. Most unions said that while the Government seemed to show

little urgency on Megaw, the SCPS, Civil and Public Services Association and Inland Revenue Staff Federation were all holo-Agreement to the special ing special pay conferences in meeting was reached in the face December so an early council response was necessary.

The meeting on Megaw is ex- unions to secede from the counpected to approve a two-part cil. The First Division Associa-motion, to be proposed by the tion has been warning that ir IRSF and seconded by the

ready staged and authorising without prejudice" informal discussions on Megaw It is unclear whether the SCPS will continue to oppose

meets. Once a decision is taken however, all unions are expected to be bound by it, even though the SCPS argues that to start informal discursions is tantamount to : tacit acceptance of the report. Differences of opinion are

underlined by new proposals on the procedure for individual might consider seceding if the

### City leaflet campaign over BT considered

SE

renc

nerg

n th

read

odu

acte

ong!;

Fast

By David Goodhart, Labour Staff THE POSTAL workers union is considering circulating leaficts in two or three major cities attacking the Government plans to privatise British Telecom.

Mr Alan Tuffin, general secretary of the Union of Communication Workers, said yesterday the Post Office's home delivery service might he used as part of the antiprivatisation campaign backed

by all six BT unions. The idea of getting free delivery to homes was suggested at the Campaign Against Privatisation Commit-tee's inaugural meeting. The UCW, which represents 150,000 postal workers and 40,000 telephonists in BT. established that free delivery was not possible. It is investigaling the cost of a campaign

using leaflets. The cost of a nationwide leaflet campaign is estimated by the Post Office at £400,000. The Greater London area would cost £50,000,

Representatives of the BT unious meet again tomorrow to work out details of a day of action planned for October 25. The anti-privatisation committee has agreed to recommend a one-day stop-

The Post Office Engineering Union, the Civil and Public Services Association and the Society of Civil and Public Servants will go ahead with a one-day strike. UCW and the two smaller management unions have reservations lose public sympathy.

The committee is expected to call tomorrow for a day of

action with different unions deciding on the best form.
The planned stoppage by the
Post Office Engineering
Union will disrupt telephone services. A sum of £50,000 has been decided as a starting point for the British Telecommunica-

tions Union Committee's fighting fund to pay for publicity material. The Society of Post Office Executives has said it will have to be careful about the allocation of funds. It does not have a political fund and the

campaign could be interpreted as political. Even if the one-day strike was judged political, and that seems unlikely, there is no possibility that the 1982 emoloyment legislation could be

invoked against it. The Bill receives royal assent at the end of October but the relevant clauses will not become law for at least a month afterwards.

tion Workers' submission to Industry Department opposing the privatisation plans for ET underlines the security risk arising from a lack of parliamentary accountability. With the growth of cable and other forms of tele-communications, there will be increasing danger of secret monitoring without a clear

authority to prevent it.
Mr Tufin said yesterday that BT's decision to postpone proposed increases in telephone charges was proof that public corporations have to listen to the public voice.

### Pickets halt

brick deliveries PICKETS yesterday stopped brick deliveries leaving seven London Brick Company yards at Peterborough, Cambridge-shire, where 100 men are on strike over demands for more

#### the unions' policy on Megaw was formulated. CPSA. noting the preliminary council's key negotiating comformulated. CPSA. noting the preliminary mittee is expanded without the pay in return for operating new Other unions argued that major policy committee has al- FDA being given a seat on it. working practices, Balancing act in general council

gathering at Brighton for the TUC Congress next week, will be looking to Monday's debate on the structure of the general council as the most important of

and the equal complexity of the patron's line. system proposed to replace it. group concept. Under it unions representation on the councilare bunched into 18 groups who are permanently barred musicians.

The present method of elect- Its imperfections have been of the small unions presently

ranging from the three mining from it. One of these, the Post unions in group one to the Office Engineering Union, proposed at last year's congress that the council be selected on the basis of automatic repre-Councillors are elected from sentation of all unions with each of these groups according more than 100,000 members. to its aggregate numerical with the smaller unions electing representatives from among their own number. This was passed by more than 1m votes, because the Amaigamated Union of Engineering Workers reversed its previous

policy of opposing change.

The POEU motion called for proposals to come to this year's congress, and they have duly been worked out by TUC staff. The election is mounted at The larger unions get auto-congress each year, and is matic representation of one or more councillors, to a total of bigger unions always get their 37; the smaller unions would division of view on which traditional "quota" on the elect 11 councillors from their is the more democratic.

John Lloyd, Labour Editor, continues to preview 'this year's Trades Union Congress. In part three he looks at the problems created by trade group concept.

It is clearly far from perfect. by a new structure, since many ing general councillors was especially obvious to medium represented are left-led—such established more than 60 years sized unions—often four or five as the train drivers, the tele-ago, and is based on the trade times bigger than those with vision technicians, the tobacco workers, the firemen and the The automaticity principle would replace many of these by

> employees, the second largest teaching union, two civil service unions and the craft printers. most of whom are right-led. This would swing the council over to a position where the left could expect to win fewer, if any, crucial decisions: and the National Union of Public where the centre-right of the Employees have been the target movement could dominate con- of much pressure—they voted

medium-sized unions. like the

bank

POEU itself, the

make a big difference. These considerations clearly go, the spirit of change will not underpin the debate—but it has be laid to rest. If the antialso given rise to a fascinating change lobor wins out it will division of view on which system need to put forward proposals

fundamentally altered, and this has not been reflected adequately at council level. Thus important groups, especially in public sector and white collar areas, are effectively disenfranchised. A system which automatically enfranchises large groups is, self-evidently,

democratic.

The anti-change group concedes that some alterations to the trade group structure could be desirable—but concentrates its fire on the replacement of present elections by congress with one which is selective. It says that councillors who owe their places to an electoral college will be more responsive to the movement's will than those on the council by right. This is supplemented by the view that many small unions are industrially powerful beyond their numbers.

There has been much armrwisting and lobbying in past months, and a major feature of congress will be to see how successful this has been. The Association of Scientific, Technical and Managerial Staffs and sistently. In key areas-like for change last time and could incomes policy and relations swing congress back to status with government—that could quo if they succumb.

No mater how the vote may of its own if congress is to In Leonard Holbrook, chief council, while the smaller own number, from a single list. The pro-change lobby has avoid a constant see-saw of estimator with WHITEYS, has unions generally owe their in addition there would be six argued that since the trade votes on an issue which, while been appointed to the board place to a mixture of industrial women's seats against five at group structure was adopted, complex, is both divisive and from October 1. The pro-change lobby has avoid a constant see-saw of

**APPOINTMENTS** a Trustee of the NATIONAL director of the UK subsidiary of PORTRAIT GALLERY in success a Swiss group specialising in the sion to Sir John Plumb, whose design, manufacture and installaterm of office has expired.

> Mr D. J. Richardson has joined DOWTY PRECISION CASTINGS as director and general manager. He was general manager of the

Mr Michael J. Tong has been

Mr Dennis A. Head has been by SHORTS, the Belfast aircraft

# Accountancy Appointments

### *TopFinancial* **Appointment**

Nr. Manchester c.f16,000+benefits

For an enterprising marketing company with an impressive growth record. Turnover is

needed to join the top management team to help with the further development of the company's business and to control its financial affairs.

Initiative and drive are essential qualities. Candidates, who should be qualified accountants, should have at least ten years broad industrial/ commercial experience in well managed enterprises. Responsibilities must have included all those normally expected of a financial executive of a medium sized industrial group. Candidates in their mid thirties should be able to justify early appointment to the board. Write in considence, giving details of qualifications and experience, and quoting reference 5169/L, to E. M. Nell, 165 Queen Victoria Street, Blackmars, London, EC4V 3PD.

Peat, Marwick, Mitchell & Co. Executive Selection Division

### Chief Accountant

required by the London headquarters of a medium sized building and civil engineering company with Stock Exchange quotation. Candidates probably aged 40-55.

Responsibilities cover the overall accounting and financial functions, including the production of management information/preparation of annual estimates and long-term forecasts. A knowledge of computerised accounting systems necessary. In addition the control and monitoring of a small staff and the ability to work to "tight time schedules" are essential requirements for this post.

Initial salary negotiable. Benefits include staff profit distribution + company car (after completion of a satisfactory trial period).

Please write in confidence giving precise details including professional qualifications to:—

The Company Secretary, J. Jarvis & Sons PLC, 239 Vauxhall Bridge Road, London, SW1

### European audit manager

Berkshire, c£20,000 + car



For a leading US health care corporation with an impressive growth record and worldwide manufacturing and marketing operations generating a turnover in excess of \$5 billion.

A new appointment, responsibility will be to the Director of Audit in the USA for establishing a department and developing financial and operational audit in the European subsidiaries. Exposure to senior international management is assured and prospects of a move into line management within 3 years

Probably a senior manager with one of the major professional Tims your experience should cover US multinationals. Another European language would

Resumes, which will be acknowledged and forwarded to our client unless a covering latter gives contrary instructions, to Stephen Bianey, Executive Selection Division, Ref. B053.

Coopers &Lybrand associates Coopers & Lybrand Associates Limited

Shelley House Noble Street-

management consultants

London EC2V7DQ

c£13,000

Broad role with U.K. subsidiary of successful U.S. high technology, multinational.

### FINANCE DIRECTOR

S.E. London

In excess of £20,000 p.a. plus car and benefits

Our client, recognised as a world leader in its industry, is a substantial manufacturer and marketer of advanced, computer-based process control systems and associated equipment. The group's U.K. subsidiary, a multi-site maufacturing, sales and service operation, represents a significant proportion of European activites.

Reporting to the Managing Director, the appointee will exercise full control over the U.K. finance function within the context of group strategy. There is an emphasis on participative decision making and advice to senior management, tight asset control, organisational development and planning. A major systems

Applications are invited from qualified accountants, aged in their mid 30's to mid 40's, who can demonstrate a record of achievement leading to a senior line role within a corporate environment. The successful candidate will have gained broad exposure within a manufacturing organisation and possibly some U.S. reporting experience. A challenging initial role is assured, with medium term prospects within the group. Written applications containing relevant personal and career details should be forwarded, in confidence, to Anthony J. Forsyth, B.Sc. at our London address quoting reference number 3749.

410 Strand, London WC2R ONS. Tel: 01-836 9501 26 West Nile Street, Glasgow G1 2PF. Tel: 041-226 3101 3 Coates Place, Edinburgh EH3 7AA. Tel: 031-225 7744

**Group financial** 

Bermuda, c \$45,000 + bonus (tax free)

controller



### ACCOUNTANCY **APPOINTMENTS**

APPEAK EVERY THURSDAY Rate £29 p.s.c.c.

For further information please telephone Carmina Leon 01-236 9763

BANKING OPPORTUNITY

An American banking group offers an excellent career route into banking. As Corporate Financial Accountant you will be responsible for the statutory reporting of several companies and will be involved in formulating the group's financial strategy. Prospective candidates will be graduate, Chartered Accountants with experience of U.S. reporting. Some experience of banking is preferred but not essential.

LONDON, JG/1019D.

c£14k + Subs Mort. Central services division of U.S. multinational in the Lentral services division of U.S. multinational in the financial field has a key opportunity for a graduate Chartered Accountant seeking world-wide travel and excellent prospects. Within a small newly established team your responsibilities would encompass both financial and operational analysis, demanding fluency in at least one foreign language. W. SUSSEX. SC/1049D.

DIFFERENT

SOMETHING

Tired of routine reporting? This household name company offers a varied project accounting role and good career prospects to an ambitious young accountant. Systems development, parformance reports, computer applications and review of capital expenditure projects are key elements of this newly created position. Candidates should be familiar with a large company environment possibly in an incompany environment possibly in an in-ternal audit or analytical capacity. N. LONDON. JG/1061D.

LEE HOUSE, LONDON WALL, EC2: 01-606 6771

UNIQUE...

chief Accountant. The company provides an indepen-dent service facility to the communications industry and can offer excellent commercial exposure to the right candidate. Responsibilities encompass, overall supervision of the accounts department, developing computerised systems plus wide exposure to general man-agement. W. END. RWP/1055D.

**YOUNG CA** 

Has your training been in a medium practice with emphasis on accounts preparation rather than audit? As Controller of a division within this U.S. multinational you will assume responsibility for the opreolidation, and and production of monthly management accounts, cor-porate plan and statutory accounts, involving occasional European travel. C. LONDON, VMD/1048D.

ACCOUNTING, FINANCIAL AND BANKING

RECRUITMENT & SEARCH CONSULTANTS

### Financial Director Designate

Exciting grass roots opportunity

**Neg from £15,000** and stock option

**West London** 

Following extensive market research, our client has identified a niche in the business systems market which offers exciting growth and profits prospects. They have set up a new company to market a complete computer package -

hardware, software, training and support—for small to medium sized busin All the hallmarks for success are there-advanced proven hardware from one of the international electronic giants; a comprehensive range of packages from a highly respected software house; ample funds available and a top management team of high

All they need now is the critically important top finance executive to be responsible for all accounting, financial and company secretanal aspects of the fault growing

Applicants should be Chartered Accountants, ideally aged around 35, with experience of exerting stringent financial control and tuned into maximising business

Salary is negotiable from £15,000 p.a. with car, stock option and other excellent benefits. A board appointment is envisaged within the short term. Please send concise personal, career and salary details, quoting ref: H2002 to: W.S. Gilliland, Executive Selection Division.

Thornton Baker Associates Ltd, Fairfax House, Fulwood Place, London WCIV 5DW. Telephone 01-405 8422.



A prominent and rapidly expanding independent oil company with a head office in Bermuda and subsidiaries in England is looking for a group controller to be based in Bermuda for a minimum of 2 years.

Reporting to the Company President, your responsibilities will cover statutory accounting, the provision of management information and cash management with particular emphasis on the collection and investment of funds. A qualified accountant probably in your 30's, your experience should include

management responsibility in commerce or industry. Resumes including a daytime telephone number to Stephen Blaney, Executive Selection Division, Ref. BO73.

Coopers &Lybrand Coopers & Lybrand Associates Limited management consultants

asšociates

Shelley House Noble Street London EC2V 7DQ



£12½K + car Manufacturing company—Berks. **Company Acct** £9½K

£121K

**Financial Acct** 

**Management Acct** 

PHONE ROBIN CLARK AT NOEL ACCOUNTANCY ON SLOUGH 72447

### Partand Fully Qualified Accountants

Petrochemical Industry Saudi Arabia

Immediate vacancies exist with our clients, a joint US/Saudi venture. Initially based in Europe you will subsequently be relocated to Paymaster - 5 years' general accounting.

Project Accountant - 5 years' general accounting, ideally degree level. General Ledger Supervisor - 8/10 years' industrial accounting, degree or C.A. Cost Accountant -- 4 years' general

accounting, ideally degree level;

general accounting. .Previous experience within a petrochemical or heavy industrial environment would be ideal, and this should preferably have been gained in the Middle East. For some positions

Ledger Co-ordinator - 4 years'

These single status positions offer exceptional opportunities to accountants to tulty utilise their experience in a challenging and vital environment. Salaries will not be a bmiting factor; and an excellent benefits

a knowledge of Arabic would be

Please phone to discuss immediate interviews or send c.v., quoting ret: 138/AC/FT. Webb Whitley Associates Limited, International Recruitment Consultants. 45 Kensington High Street, London W8 5ED. Tel: 01-937 6586, Telex: 892586.



INTERNATIONAL MANAGEMENT TRAINING AND CONSULTANCY

£18-20,000 neg.

and now plaps a major controlled expansion or activities in both existing and new operations.

This new role within the London based management team provides directorship potential with responsibility for maintaining successful management of all present group activities with effection to financial and traction management. Major emphasis will be given to business development through the introduction of new publications and management training programmes, and by extending associate/licensee operations. The potential for personal advancement is considerable, the Group is highly profitable with a sound foundation for future growth. It is expected that the role will entail travel of a minimum 12 weeks per annum, including some trips of 4-5 weeks duration.

A preference has been identified for a Chartered Accountant aged 35-45 with expenence of Traving and Consultancy practices, and having the personal flair, ambition and organisational skills to succeed in a major management role.

Call Bobert Miles on Q1-243 632.1 for an initial exchange of information.

Personnel Resources Limited HILLGATE HOUSE, OLD BAILEY, LONDON ECAM 7HP.

Management Acct

### **NEWLY QUALIFIED ACCOUNTANCY APPOINTMENTS**

THURSDAY 23rd SEPTEMBER 1982

The Financial Times has arranged with the Institute of Chartered Accountants to publish a list of those candidates who were successful in the recent Part II examinations.

We propose to publish the list in our issue of Thursday, 23rd September 1982, which will also contain several pages of advertisements under the heading of "Newly Qualified Accountancy Appointments."

Advertising rates will be £29 per single column centimetre. Special positions are available by arrangement at premium rates of £35 per s.c.c.

Newly Qualified Accountants, especially Chartered, are never easy to recruit-don't miss this opportunity! We will also be including in this feature a

GUIDE TO RECRUITMENT CONSULTANTS

and entries in the guide will be charged-at £40 which will include company name, address and telephone number, For further details please telephone 01-248 4782 or 01-236 9763

FINANCIALTIMES **EUROPE'S BUSINESS NEWSPAPER** 10 CANNON STREET, LONDON EC4P 4BY

### FINANCIAL CONTROL

Reinsurance Broking

c. £15,000 + car

This position is with a growing non-marine reinsurance broking company which anticipates gaining direct entry to Lloyds within the next two years.

The board is seeking a future finance director who, besides controlling all accounting and financial functions within the company, will play an active part in general business management.

Preferred applicants are likely to be graduate chartered accountants aged 27-33 with experience, either directly or via audit management, of accounting and financial control in a major broking house. As important are the personal qualities and ambition to succeed in this environment. Equity participation is anticipated. Please address brief personal and career details, in confidence, to Douglas G Mizon (ref. FT/292/M).

Ernst & Whinney Management Consultants 57 Chiswell Street London ECIY 4SY

### **Prospective Partner**

Abu Dhabi

c.£20,000 + Extensive Benefits

An exceptional opportunity has arisen to control and expand the Abu Dhabi office of a medium sized UK firm of Chartered Accountants, as the existing local Partner is: returning to his original office. The practice was opened two years ago, in conjunction with one in Dubai, to cater for the growing needs of both local and international clients.

This position calls for an experienced, mature professional (probably aged mid 30's) with commercial flair, an understanding or awareness of the Anab world, and all the qualities necessary to succeed in a demanding and competitive environment.

The earnings potential is high with a tax free salary, profit share, free accommodation, car and other benefits in keeping with such a position. Please write to John R. Ellis FCA at the London office quoting reference JE/47/PPF

LLOYD OVERTON INTERNATIONAL 125 High Holborn, London WCIV 6QA Monaco House, Bristol Street, Birmingham B5, 7AS

محدا سنرلزميل

## Accountancy Appointments

Our Client, an enterprising International Group of Companies with activities in building, civil engineering, property development and leisure seek a first class Chief Accountant to be based in their Head Office in Rugby.

Whilst an accountant first and foremost, the successful applicant will be capable of leading and motivating a small established team and also assuming a functional responsibility for other accountancy staff within the Group. The ability to communicate with staff at all levels is therefore

Applications are invited from qualified accountants aged between 30 and 45 with sound commercial experience covering all aspects of financial and management accounting using

Conditions of employment include executive level car, pension, life assurance, BUPA etc.

Write in confidence quoting reference 5177/L, to E. M. Nell, 165 Queen Victoria Street, Blackfriars, London EC4V 3PD.



Peat, Marwick, Mitchell & Co. Executive Selection Division

## Financial Accountant

Oil Industry

Central London

Marathon Oil U.K., Limited is part of a major US based international company with an impressive record of growth in the UK, including the Brae Field in the North Sea which is due to begin production

Our continued expansion has created an opportunity for a recently qualified or finalist accountant to join a small team responsible for producing and interpreting financial information. Duties will include periodic revaluation of assets, joint venture accounting, generation of cash calls to partners, and review and analysis of corporate balance sheets.

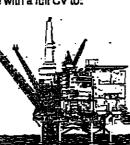
The position will appeal to an ambitious, professionally dedicated man or woman aged 23-30 who must have experience of multicurrency transactions gained within an organisation operating computer-based financial information systems.

We can offer a competitive salary and benefits package including a non-contributory pension scheme as well as excellent prospects for further career development.

Please phone for an application form or write with a full CV to:



David Payne, Recruitment Co-ordinator, Marathon International Petroleum (G.B.) Limited, Marathon House, 174 Marylebone Road, London NW1 5AT. Telephone 01-486 0222:



### **Management Accountant**

S. England ● Service Industry ● c.£14,000+car

We are seeking a high calibre, qualified accountant to join a rapidly growing, ambitious company which is already a market leader in its field.

Reporting to the Managing Director, the role will involve contributing to all aspects of business decision making. Basic financial information will be available, enabling you to concentrate on the aspects of analysis and interpretation, together with an involvement in the implementation of decisions.

The requirement is for a qualified accountant, probably in their late 20's or early 30's who combines good professional skills with a strong

outgoing personality. A background in a fast moving. commercially orientated. service environment is seen as highly desirable.

The above salary is an indicator and there is some flexibility above this for a candidate of exceptional quality. In addition our client offers a competitive range of fringe benefits including relocation assistance where necesary.

Candidates of either sex should apply, in confidence, quoting ref. 429/FT, to Johnson Wilson - Management Search, 67 High Street, Winchester,

Hants., or telephone Winchester (0962) 53319 (24 hour service).

### Deputy Chief Accountant

£11,000 plus car

East Anglia

Our client, a subsidiary of a highly successful manufacturing group, is currently undergoing a phase of restructuring aimed at giving it significant new impetus and direction. Part of this programme is the continuing development of the accountancy function to support their manufacturing and commercial management.

manufacturing and commercial management.

As a result they now require a Deputy Chief Accountant who will report to the Chief Accountant. and be responsible for the efficient day-to-day running of the Accounts Department. Other responsibilities will include the preparation of financial accounts, including consolidation of those figures for the group.

Applicants should be professionally qualified (probably A.C.C.A. or A.C.A.) and have several years experience in a manufacturing industry.

The attractive salary will be supported by an excellent range of benefits including a company car and contributory pension scheme. Assistance with relocation to this pleasant part of the country will be provided where applicable.

Please write enclosing full c.v. quoting ref. FT/502 and listing any companies to whom you do

not wish your application forwarded, to Peter Barnes,

Riley Advertising (Southern) Limited, Old Court House, Old Court Place, Kensington, London W8 4PD.







#### SALES/TRADING

ORION ROYAL BANK'S International Securities Department requires an experienced Salesman to specialise in non-dollar denominated primary and secondary fixed interest capital markets. Fluency in German and/or Dutch would be useful.

The appointment offers a first-class remuneration package including noncontributory pension, mortgage subsidy arrangements and health insurance.

Applications, which will be treated in the strictest confidence, should be addressed to:

> Keith Wood - Personnel, Orion Royal Bank Limited, 1 London Wall, London EC2Y 5TX Tel: 01-600 6222

ORION ROYAL BANK LIMITED

### **Actuarial** pportunities

With a history of innovation, Abbey Life has become one of Britain's largest and most successful life assurance companies. Our success and rapid growth is, to a large degree, due to the creative skills of our expanding actuarial team.

We are particularly interested in people who will welcome the challenge of working in an environment where new ideas are readily

### **Actuarial Students**

We require two actuarial students with at

least four examination passes to join us at our Bournemouth Head Office.

One will work in Product Management on the development of new products and the management of our existing product range.

The other student depending on experience could work in either our New Developments or Financial Analysis areas, carrying out research into fields of business activity or analysis of the company's current and planned financial

### **GraduateTrainees**

We also require two high calibre graduates in mathematics, one to join Abbey Life Investment Services in London and the other to progress through the mainstream actuarial departments in Bournemouth.

For these positions there is a substantial remuneration package, including a subsidised mortgage scheme, Pension benefits and Life cover. Generous relocation expenses are available for the more senior appointments.

Please write with career details or telephone for an application form to: J.R. Gamble B.Sc. F.L.A., Executive Director, Abbey Life Assurance Company Limited, Abbey Life House, 80 Holdenhurst Road, Bournemouth BHS SAL. Tel: Bournemouth



Abbey Life

### **INVESTMENTS MANAGER**

Circa \$14.500 plus Car and Benefits

As a consequence of the retirement of the present Investments Manager and the re-organisation of the department, the Society is seeking to recruit a Manager of the department in Halifax which is responsible for the investment of the Society's liquid funds. The total investments now exceed £2,400 million.

Applications are invited from suitably qualified persons

with a minimum of five year's experience operating in the money and financial markets at a senior managerial level. The Society offers good working conditions, a progressive salary and the usual benefits including a staff mortgage

Applications will be treated confidentially and should be

addressed to:aguressea w.-H Gautrey FCIS, General Manager (Staff), Halifax Building Society, PO Box 60, Trinity Road, Halifax, West Yorkshire HXI 2RG. They should contain full personal and career details.
Closing date for applications 20th September 1982.

HALIFAX BUILDING SOCIETY

### WANTED: SLIGHTLY USED EXECUTIVES

If you are an able, experienced executive or professional person, yet somehow are not making the most of your ochential, perhaps you need a new approach to your career. To learn how 'slightly used' executives have profitably renewed their careers, telephone for a free, confidential appointment with a consultant, or send us your c.v.

**CHUSID** 

We are also specialists in Outplacement for ak in Career Counselling organisations, through our affiliated company Lander London: 01-580 6771 35-37 Fitzroy St., W.1. Corporate Services Birmingham: 021-643 4830 The Rotunda, New Street. Limited.

Manchester: 061-228 0089, Sunley Building, Piccadilly Plaza-Glasgow: 041-204 0942, 11 Bothwell Street.

### BANKING **SYSTEMS**

London Based £14,000 - £18,000

We are the management consultancy arm of one of the largest International accounting firms and are seeking additional professionals with good experience of banking systems to join our growing team.

Much of our work is involved with banks and related financial institutions. Consultants will activise clients both in the UK and in the Middle East on the selection, design and implementation of computerised banking systems.

Applicants, aged 28 to 35, should have a relevant professional qualification and/or a good university degree and some years experience of the design and implementation of banking systems. This may have been gained either with a systems supplier or with a user and should include taking at least one major project to a successful implementation.

We can offer excellent opportunities for increasing work experience and career progression in an expanding firm. An attractive salary will be paid together with the benefits associated with a large international firm. Please send relevant details to P Wagstaff at the address below...



Ernst & Whinney Management Consultants 57 Chiswell Street London ECIY 4SY



### INTERNATIONAL BOND SALES

Skandinaviska Enskilda Banken is currently in the process of setting up an international capital markets subsidiary in London and is seeking experienced personnel for its bond sales team.

Successful candidates will be able to demonstrate a proven ability to deal with major international investors' portfolio requirements. They will be expected to work in an environment which emphasises a team approach to the creation and execution of clients' needs. The ability to communicate in more than one language will be an asset.

The positions will represent a challenging opportunity to join a new operation with substantial financial resources and will appeal to those people who are interested in developing a diverse and well-rounded career in investment banking.

An attractive remuneration package has been designed to include the usual benefits associated with such positions, including a performance bonus scheme.

Candidates should apply in writing or by telephone to:

Mr.W. Bryan Nelson 9th Floor, 26 Finsbury Square LONDON EC2 Telephone: 01-638 3500

All applications will be treated in strictest confidence.

#### DIRECTOR Outward Bound Trust

£18,000 + car E18,000 + car London
to be responsible through marketing
and publicity for maintaining the
flow of some 8,000 students as to 5
Outward Sound centres, the reising
of cheritable funds, co-admaining
the activities of the schools and for
financial and general attentistration.
A degree or equivalent qualification
is desirable together with evidence
of successful senior management
with financial responsibility in
industry, commarce or advaction,
Likely age 45-55. Salary £18,000 plus
car; London base.
Please and full carear details, in-

car: London base.
Please sand full carear details, in confidence, to A. R. Forrest, Ref. B1168. MSL Management Consultants Ltd. 17 Stratton Street, London W1X 508. to arrive by 17th September 1982.

Owing to an increasing workload, a firm of City stockbrokers has a vacancy in its Private Client department. The requirement is for a person with some years' investment experience who will be capable of taking

over existing portfolios after a short introductory period Please reply, giving details of your career to date, to:

The Senior Partner GALLOWAY & PEARSON Warnford Court, Throgmorton Street London EC2N 2AU

### **Senior Banking Appointments**

SENIOR CORPORATE LENDING

Established European Bank wishes to maintain and develop their corporate lending activities. The candidate will be responsible for all new business and have in-depth experience of credit and trade related transactions including letters of credit and ECGD.

in-depth experience of credit and trade related transactions including letters of credit and ECGD.

INTERNATIONAL AUDIT

Major US Bank is recruiting at assistant manager level for its overseas audit team (up to 60% travel). Banking and auditing background necessary.

BOND SALES

Salary £15,000

Active bond department needs additional salasman to handle increased business.

SENIOR ACCOUNTS

Salary £10,500

An opportunity to join a developing US Bank and take control of their accounts department, responsibility for B of E returns and IBM 34 data processing.

NEW ISSUES/BUSINESS DEVELOPMENT

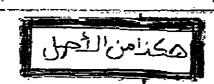
Merchant banking arm of major international bank, offers exceptional career opportunity for young graduate with some experience of capital markets.

LEASING ADMINISTRATION Salary to £18,000 We currently have assignments for candidates with proven creditrisk analysis skills, and experience of evaluations, documentation, encompassing both big ticket and small unit transactions.

MARKETING EXECUTIVE—LEASING Salaries to £18,000 Leading city based merchant bank, require an executive with experience of seeking, negotiating, and structuring big ticket, major asset leasing transactions. Candidates must have a degree or professional qualification. Age c 30.

PLEASE CONTACT: David Little or Brian Gooth.







### **CORPORATE FINANCE MANAGER**

Skandinaviska Enskilda Banken is currently in the process of setting up an international capital markets subsidiary in London and is seeking an experienced executive to be a manager in its corporate finance department.

The corporate finance department will undertake advisory work, equity listings and placements, preparation of eurobond issues, loan syndications and other fee-earning activities.

Candidates should preferably have a professional qualification in addition to a good University degree and have a minimum of five years' experience in the corporate finance field.

The successful candidate will be a highly-motivated individual who will work well in a team environment.

The position will carry an attractive salary and remuneration package.

Candidates should apply in writing to: Mr. S. I. Maizels 9th Floor, 26 Finsbury Square London EC2

All applications will be treated in strictest confidence.

### Commercial Manager

### Around £18,000 + CarHealth Care Operations and Consultancy

International Hospitals Group, a British company with £50m turnover and significant planned growth, provides management, operations and planning advice for international medical projects.

The Commercial Manager, based in the new Head Office in Bucks but with considerable overseas travel, will have two prime duties: supporting the Marketing Division in the detailed negotiation of contracts; and advising other specialist departments in the drawing up of contracts to reduce both commercial and medical risks.

Candidates, 35 to 45, ideally qualified in commercial law, must have extensive commercial experience gained in, for example, overseas contracting or turnkey projects in the Middle East; experience of dealing with UK Government contracts desirable.

Usual benefits and relocation assistance if necessary.

Please write - in confidence - stating how the requirements are met to Lionel Koppen ref. B.42136.

United Kingdom Australasia-Benelux Canada France Germany ireland Italy Scandinavia South Africa Switzerland U.S.A. -

**Management Selection Limited** International Management Consultants 52 Grosvenor Gardens London SW1W 0AW

### **CHIEF EXECUTIVE**

Public Company

If you have an impressive record in managing a company and are marketing orientated aged between 30 and 45 looking for the optimum opportunity in your career development, you should apply for this position.

Our client, a major diversified public company, requires a Chief Executive to consolidate its market leadership in residential mobile home estates within the UK. It is envisaged that further residential parks will be acquired. The company insists upon sensitivity to environmental considerations and

Reporting to the Chairman, the successful candidate will have full profit responsibility and will be expected to make a significant contribution at main board level after the initial period. The position is very demanding calling for long hours, good communicative skills and high drive.

A salary up to £25,000, generous non contributory pension plan, company car and relocation expenses to the Northern home counties if necessary.

Applicants, male or female, please telephone Brian Smith, Director-Recruitment on 01-903 9477 quoting Ref. No. M2220, or write to Aplin Phillimore Associates, Circle House North, 69-71 Wembley Hill Road, Wembley HA9 8BL

### APLIN PHILLIMORE

### **Institutional Sales**

Stockbroking firm with substantial international business seeks two enthusiastic young individuals to join existing sales team for Australian and Far East desks.

The ideal candidate will probably have a university degree and relevant investment experience, but may be an accountant or journalist with regional experience. The successful candidate will definitely have fiair, an appetite for success and the desire to travel. A competitive remuneration and stimulating working conditions await the successful applicant.

> Please reply with cv to: Box A7950, Financial Times, 10 Cannon Street, London EC4P 4BY

#### BANKING OPPORTUNITIES

BUSINESS DEVELOPMENT FOREIGN EXCHANGE EUROBOND DEALER

CREDIT MANAGER

LJC Banking Appointments Ltd. 01-283 9953

David Grove Associates nnet Recruitment de. Landon BC2V 6AX.

#### FOREIGN EXCHANGE/TREASURY MANAGERS

We act for a number of international Banks who currently seek to appoint Managers of their Foreign Exchange/
Treasury business. Vacancies are available in London and
Bahrain. Candidates will have had successful careers in
this area and be holding Chief Dealer or Treasury
Management positions in established Banks.

We also have a number of Foreign Exchange Dealing

MANAGER-CORPORATE FINANCE min.£25,000

This position with a highly reputable Bank calls for considerable experience in the corporate finance department of an Accepting House, probably as a team leader. Candidates should be keen to develop new business. The remuneration package is very negotiable.

London branch of substantial International Bank seeks an experienced Credit Analyst, formally trained, with recent experience of developing business in the U.K. Fluency in German would be a considerable advantage

In respect of the above appointments please contact David Grove on 01-248 1858

### Assistant Gilt Fund Manager

Due to continuing expansion. Allen Harvey & Ross Investment Management are seeking an assistant fund manager for their diversified gilt and fixed-interest portfolios.

The successful applicant is likely to be in their mid-20s and will already have had two to three years' experience of dealing in the gilt edged and fixedinterest markets.

A competitive salary will be paid, commensurate with age, together with the normal fringe benefits. Applications in writing, with full cy including current remuneration, should be addressed to



Allen Harvey & Ross

Investment Management Limited, 1 King William Street, London EC4N 7AU.

### A direct line to the

InterExec is the leading organisation specialising in the confidential

promotion of senior executives. InterExec clients do not register with agencies, apply for jobs, write

InterExec's 40 staff, with access to 100+ unadvertised vacancies a

week, negotiate new appointments discreetly. For a mutually exploratory meeting telephone:

InterExec

01-930 5041/8 19 Charing Cross Rd, W.C.2.

m 021-643 2924 22 Suffolk St. Bristol 0272 2773 I 5 30 Baldwin St.

0532 450243 Enterprise House, 12 St. Paul's St The one who stands out

#### CREDIT ANALYSIS INTERNATIONAL BANKING

£8,000-£10,000

**EDUCATION:** 

deally a Graduate; possibly good O/A levels, plus

CHIVERTON ASSOCIATES LTD.

4/5, CASTLE COURT, LONDON, E.C.3, 01-623-3861

### BANKING

NORTHERN REPRESENTATIVE

Challenging opportunity for self-motivated experienced Commercial Banker with knowledge of Leeds and Manchester business communities to establish and run Northern Representative office for London-based International and Domestic Bank.

Attractive remuneration package offered for suitable applicant aged between 3545. Apply in writing with full c.v. to

Mrs. M. N. Carz, c/o Linklaters and Paines Barrington House, 59-67 Gresham Street, Landon EC2V 7JA

Gilt Edged Department

### MONTAGU, LOEBL, STANLEY AND CO.

In order to expand our established Gilt Edged Department we require further sales staff.

Applicants should have Gilt Market experience, which will probably have been gained with a firm of stockbrokers.

Remuneration is negotiable, depending upon experience.

Please reply with full particulars to:

CHARLES PENDRED MONTAGU, LOEBL, STANLEY AND CO. 31 SUN STREET LONDON EC2 2QP 01-377 9242

### **Eurobond Dealer**

We seek a Bond Dealer of proven ability to join a small but well-established team in our new dealing room.

Candidates should be in their mid/late twenties and have at least three years' experience of trading in fixedinterest securities, gained preferably in the professional sector of the market.

Remuneration will be competitive and related primarily to experience. Initial salary will be reviewable after six months.

Applications, which will be treated in the strictest confidence and should be accompanied by a full c.v. should be made to Mr. Christopher Hoysted at:



### **Swiss Bank Corporation** International Limited

Three Keys House, 130 Wood Street, London EC2V 6AQ.

# Acquisition Management

Our clients, a British organisation in London, are committed to major investment in a range of ventures mainly in biotechnology, fine chemicals and new materials and to their ongoing management.

Acquisitions are identified, studied, negotiated, implemented and monitored by a team of successful executives. The new appointment is needed to deal with a growing workload and will be at a senior level.

We would like to hear from men or women, aged 28-40, with a science degree, understanding of company funding, and a varied management background, including acquisition work. The job will go to an exceptionally able person whose record demonstrates an ability to think conceptually and get things done and the potential for progression to general management.

Target salary £18-20K but could be more. Car and large company conditions. Please write in confidence with CV and salary indicator to Terry Turner.

> **EXECUTIVE PRESELECTORS** 8a Symons Street Sloane Square London SW3 2TJ

### Top Executives -

Our clients find better opportunities. Are you interested? If your talents are being wasted, or your ambitious thwested, we can help. Our highly skilled

If your talents are being wasted, or your ambitious thwested, we can help. Our highly skilled career management counsellors have all been engaged in a Top Management role. They understand your problems. After evaluating your true potential through discussion and analysis, they work with you through all stages of the job search until you find that better opportunity that is just right for you. Most of these better opportunities are never advertised.

We have an acknowledged standing in the employment market and an outstanding track record of success. That's why we're confident that after a preliminary discussion you will appreciate why we are able to offer the special sort of help that you need. So why not ring us today.

MINSTER EXECUTIVE LTD. 28 Bolton Street, London WIY SHB. Sci. 91-103 1300/1005

### **Assistant** Vice President

Foreign Exchange Marketing

Merrill Lynch International Bank is experiencing a rapid expansion of its customer foreign exchange business and requires an experienced individual to assist in marketing these services to its clients in Europe and the Middle East. The ideal candidate will have previous banking experience in a foreign currency advisory capacity and be skilled in the technical analysis of currency movements.

Compensation will be commensurate with your experience and qualifications.

Please address all enquiries to: Personnel Administration Merrill Lynch Holdings Ltd. 27 Finsbury Square London ECZA (No agencies)

Merrill Lynch

### FINANCIAL **SERVICES**

per

c. £30,000

C. £30,000

The Colegrave Group is currently based in London and now want to create to untry-order representation. We are a financial services group providing tax effective send other investments for companies and private individuals. We suppry e repidly uppanding market in which our products are in great sermand. We are looking for agents who are such as leasing, pension funds, life insurance business and other environs. We are seen prepared to consider executives without this executive. We are seen prepared to consider executives without this exception as we will possible backup material and head office authors, Generally they will work in their own great but could have an office in London. They will be expected to take charge of existing dients within an area as well as creating new business.

Mr. Robert Eurten

Please contact: Mr. Robert Burton THE COLEGRAVE GROUP 84 Baker Street

London WTM 1DL Tel: 101-486 4022

### STERLING BROKERS

A new sterling money broking company, due to begin operations shortly, seeks dealing staff who are experienced in all aspects of the domestic market. An exciting and rewarding opportunity exists for successful applicants.

Full particulars, which will be freated in strict." confidence, should be sent to:-

John White

Sterling Brokers Limited Suites 33-39, 65 London Wall, London EC2

عن ٨ سنوات في هذا الحقل في الشركات التجارية بالإضافة

#### DO YOU UNDERSTAND MONEY?

HAMBRO LIFE are looking for people that do

Our specialised and continuous training, coupled with hard work, energy and determination will do the rest in 1981, more than 350 of our Sales Associates earned in excess of £15,000. Many had no previous experi-ence. Successful applicants are likely to be between 25-55, live within 40 miles of London and be highly independent by nature.

PLEASE TELEPHONE VIC GROVES ON 01-405 5361

**International Banking Consultants** 

170 Bishopsgate, London, EC2M 4LX

#### **FOREX APPOINTMENTS**

For Forex/LIFFE/Money Market appointments at all levels liscuss your needs, at no cost, with a specialist TERENCE STEPHENSON

13/14 Little Britain London EC1A 7BX Tel: 01-606 6834 20 years market experience

#### APPOINTMENTS WANTED

#### PENSION FUND INVESTMENT

Investment Manager of £700m Panaion Fund seeks appointment as Investment Consultant to trustees Write Box A7954, Financial Times 10 Cannon Street, London ECAP 4BY

### **BUSINESS LAW**

### The EEC's training college

BY A. H. HERMANN, Legal Correspondent

REMARKABLE judgment all the other authorities inwas handed down by Mr Justice Dillon in the Chancery Division of the High Court in July which if not reversed — might well open up access to free higher education in the UK to all enter-

prising EEC nationals. The dispute\* was between Mr Tarlach Joseph MacMahon, a national of the Irish Republic, and the Department of Educa-tion and Science, the London Borough of Redbridge and St Mary's College, Richmond upon Thames. Mr MacMahon won, but

there may be an appeal, Mr MacMahon, who was born and brought up in the Irish Republic, came to England in June 1978. On August 27 1978 he started employment as a production worker with Ford at Dagenham, but soon afterwards decided that he wanted to become a teacher. He applied for a place on a one-year course at St Mary's, an approved teacher training college. When he was accepted he gave up his job at Ford and completed his course on June 13 1980. It seems that his employment with Ford lasted one year at most.

Educational authorities in England have a duty to award a grant to any student attending a designated course such as that at St Mary's, but there are certain exceptions. There is no duty to provide an educational grant to a person who has not been ordinarily resident in the UK for the preceding three years. Mr MacMahon clearly years. Mr MacMahon clearly fell within this exception and, accordingly, he was refused the award and was also required to pay college fees at the higher rate applicable to foreign

Having completed the course, Mr MacMahon obtained a job as a teacher, and brought an action in the High Court against the Department of Education and

RACING

BY DOMINIC WIGAN

EIGHT FILLIES, one more than

a year ago, are due to line up for today's Strensall Stakes at

York, and the discerning backer

may well be able to obtain each-

way value through one of the

volved, claiming that the requirement of three years' residence discriminated against EEC nationals not resident in the UK, and that for this reason it must be considered as null and void under EEC law.

He relied mainly on EEC Regulation No. 1612/68, safeguarding EEC workers' freedom of movement from one member country to another. Article 7 of this Regulation provides that a worker from another member state may not be treated differently from national workers in respect of any conditions of employment, in particular as regards remuneration, dismissal

EEC law by the European Court could be objectively justified on places the purpose of the legislative act above the grammatical analysis of the text. It was re-cognised by Lord Denning that English courts would have to adopt the purposeful method of interpretation whenever EEC law is at issue.

However, the interpretation of it depended on whether the test

other grounds.†

More recently, the court dealt

with the question of discrimina-

tion in the equal pay case of

Mrs Jenkins v. Kingsgatet. In

that dispute the court was asked

to say whether a lower rate of

pay for part-time work was dis-

crimination against women in

view of the fact that part-time workers were predominantly

women. The court held that the

lower rate for part-time work

would indeed be discriminatory and prohibited under EEC law

if such " pay policy of the under-

taking in question cannot be ex-plained by factors other than

Applying this rule to the

MacMahon case, one has to ask

whether the condition of three

years' residency, on which the

grant of an award depends,

cannot be explained by factors other than discrimination based

discrimination based on sex."

renc

th: I wi

a th

r th

sa: read

Pai vas

acte

ictor

th: th:

Fast

b:

bling

ering

Thes

ovie:

and

There is no doubt that the purpose of the 1968 EEC Regulation was to secure for workers throughout the EEC equality of treatment, not only in respect of employment, pay and other terms but also in respect of reemployment if dismissed in the case of redundancy and of retraining, if necessary. The provi-

According to a Chancery judgment, the three years' residence test for the UK's higher education grants must not be applied to EEC nationals other than Britons

of Article 7 provides: "He shall have equal opportunity for also, by virtue of the same vocational retraining must be right, and under the same right, and under the same conditions as national workers, have access to training in vocational schools and retraining

The first question which the judge had to decide was whether a teacher training college was vocational training meant by the EEC Regulation. He interpreted the text by grammatical analysis used for the interpretation of English statutes and arrived at the conclusion that what the Regulation meant was any trainwhich was intended to qualify a person for a particular vocation, not necessarily related to the job he was doing. It could include a medical school, a law school or a teacher training college, such as St

My idea of a better each-way

bet is Mr George Ward's

Damascus filly Eestatica. This

attractive filly out of a half-sister to the King's Stand Stakes winner Flirting Around

has failed to produce her best

since a maiden race at Chester

A year ago On The House

jumped into the spotlight with

her win in the Avondale New

Crathorne Stakes), and I suspect this year's running may well throw up a serious classic

(then

appears on paper.

Zealand Stakes

Crathorne Stakes),

in May.

the entire Regulation. It was designed to secure to nationals of other member states the vocational training available to nationals similarly employed, either for the purpose of advancing their careers or to enable them to obtain alternative employment when they have lost their jobs through redundancy

or disability.

The second issue was that of discrimination. Is any disadvantage to be considered as prohibited discrimination? Or is discrimination prohibited only if it results from legislation or behaviour intended to put someone at a disadvantage? The test of residence could clearly be a convert discrimination and according to the European court

She was well beaten in her

one race to date—the July

course's Princess Maiden Stakes

another chance judged on sparkling homework before and

after she suffered a slight

filly out of the Aggressor mare,

Fighting Krakow, who missed

the break at Newmarket, she

can justify her stable's hopes by

outpacing the well thought of

newcomer Quilting. With the stalls numbered right to left on the Knavesmire, Krakow, drawn

A good-bodied Malinowski

on nationality. The judge rejected the argument that those who had resided in the UK for at least three years were likely to derive more benefit from vocational training and would be more likely to remain to practice their vocation. However, one can argue that the test of residence is designed to ensure that a subsidy for vocational training is awarded from public funds only to those who (or whose parents) have already contributed to society

by their work and to public funds by paying taxes. consequences of the judgment may be far-reaching. It would be a pity if the Court of Appeal was not given an opportunity to consider it.

10 CONSIDER II.
\*\* TLR July 21 1982.
† Sorgiu v Deutsche Bundespost (1974)
I FCR 183-165.
† European Court. Luxembourg. Case
96/80. Judgement March 31 1981. FT
European Lew Letter May 1981.
† Bulmer v. Belinguer [1974] 2 CHLR at
119 par 42.

eight of eight, will have the advantage of the rails.

Jubilee Stakes was another race

run under a different name to

fall to a high-class two-year-old

in 1981. As the Sanction Stakes.

it fell to Busaco, who recently

completed a highly profitable

double through his win in Good-

wood's Extel Handicap. This

time the improving Dunbeath

should prevail.

The Lewis's Leeds Golden

### International Banking Consultants

الادارية الحسابية والمالية. ويفضل أن يكون ما بين السن

Jonathan Wren International Ltd

International Appointments

Jonathan Wren International Ltd 01-623 1266

مسدير مالي - مركز في الخليج

راتب بعقى من الضريبة مع مسكن مؤثث وسيارة

عميلنا شركة خصوصية ومحترمة جداً تقوم بإيجار الهليوكوبترات "الـ ٣٠ و ٢٥ سنة من العمر وإن يكون له خيرة سابقة الا تقلي

ويحمل شهادة في المحاسبة القانونية ليتسلم وظيفة المدير المالي الراتب والمنافع ذات العلاقة قابلة للتفاوض الا أنها متناسبة

في المركز الرئيسي للشركة ويكون مسئولا امام رئيس الشركة. مع المسئوليات التي يتحملها وتتقسم علم المنافع سكن مؤثث ويكون طالب الوظيفة الناجح ايضاً مسئولاً عن جميع الامور مجاناً مع سيارة وتذاكر السفر جواً.

في البداية يجب تقديم سُلونات شخصية وبهنية وانية إلى ربي وب وحسيم هذه للعلومات.

متعامل كمعلومات مكنومة ولن تفشى بدون اذن مسيق من جانبه.

ترغب الشركة في تعيين شخص يتكلم العربية بكل طلاقة الى هذا يفضل حاملوا الشهاذات العليا. ACA

170 Bishopsgate, London, EC2M 4LX

# Operations Manager - U.A.E.

TAX FREE SALARY PLUS CAR, ACCOMMODATION etc.

Our client, an expanding locally incorporated: Commercial Bank is seeking to strengthen its Senior management by creating this new position within its Head Office at Abu Dhabi.

Reporting to the General Manager the prime responsibility will be for all operational activities including savings and current accounts, bills and letters of credit. Computerised systems development and revision of the bank's forms and documentation will also be a major function. Candidates should ideally be aged 35-45, hold a professional, or academic qualification and possess at least 10 years international banking experience, the last three of which should have been as an operations manager, preferably

include a car, free furnished accommodation and air fares etc.

in the Emirates. Remuneration will be competitive and will.

Please send a detailed curriculum vitae to Roy Webb.



### RECRUITMENT CONSULTANTS

35 New Broad Street, London EC2M 1NH Tel: 01-588 3588 or 01-588 3576 Telex No.887374

Extensive European and U.S. travel. Opportunity to gain wide range of EDP experience with scope to advance to management position in operating group headquarters or other locations in Europe in 2-3 years.



### **COMPUTER AUDIT SPECIALIST — EUROPE**

ATTRACTIVE TAX ARRANGEMENTS

A U.S. MULTI-MARKET INTERNATIONAL CORPORATION IN THE FIELD OF HIGH TECHNOLOGY Applications are invited from candidates, aged 28-35, who have at least 2 years' practical computer audit experience in a medium/ Applications are invited from candidates, aged 28-35, who have at least 2 years practical computer audit experience in a medium/large mainframe environment, and who have a sound knowledge of data extraction software and data centre operating practices. Manufacturing systems experience will be an advantage. As approximately 75% away travel in Europe and U.S. should be expected, a working knowledge of a second European language is desirable. The selected candidate, who will report to the European Audit Manager in Brussels, will be responsible for application system reviews, data centre control reviews and data extraction support. Essential qualities must include the ability to fit in with and work in co-ordination with regular staff auditors on a team basis. Initial salary negotiable £15.000-£18,000, subject to attractive experience tax arrangements, non-contributory pension, free life assurance and medical schemes and reimbursement of relocation expenses. Applications in strict confidence to the contributory will be forwarded unchanged to our Client unless you list companies to which they should not under reference CA14300/FT will be forwarded, unopened to our Client, unless you list companies to which they should not be sent in a covering letter marked for the attention of the Security Manager:

CAMPBELL-JOHNSTON RECRUITMENT ADVERTISING LIMITED, 35 NEW BROAD STREET, LONDON ECZM INH.

#### EMPLOYMENT CONDITIONS ABROAD LIMITED

An International Association of Employers providing confidential information to its member organisations, not individuals, relating to employment of expatriates and nationals worldwide 01-637 7604

### INTERNATIONAL APPOINTMENTS appear every

### THURSDAY

Rate £29.50

Per Single Column

Contimetre

### MANASER/CHIEF DEALER Privetbankes New York Branch is looking for a Mahager/Christ Dealer for Foreign Exchange dealing. The branch Schwely Imdes the major currencies but apacialises in the

FOREIGN EXCHANGE

Scandinavian currencies.
New York is a most challenging and vibrant financial cantre and the foreign exchange market is growing repidiy. The position is demanding and independent, and the applicant should have severel years' experience in FX dealing.
White responsible for the branch's significant FX activities as well as co-ordinating with the Benk's interestional dealing cautes (London, Hong Kong, Luxemburg) the FX Meneger Chell Bealer will be a member of a dynamic manage should send a written application to:

PRIVATEANKEN navian correncies.

PRIVATBANKEN

450 Park Avenue
New York, NY 10022
stratistion Roger Anderson

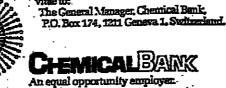
## Private **Banking**

Geneva

Chemical Bank, one of the world's leading banking groups, is currently expanding its activities in the field of investment, and is looking for an Arabic-speaking Officer for its new Geneva branch.

Probably egod between 30-40, the ideal candidate would be a Swiss national, with a solid banking background involving. contact with private customers, who has worked in an Arabicspeaking environment for at least 3 years. The position, which reports directly to the General Manager, is of a level to attract. the highest-calibre professionals.

Remuneration will not prove a problem for the right candidate and benefits are in line with the best international banking practice. Applicants should reply in absolute confidence, enclosing a full curriculum.



#### entitled to start favourite, she is likely to be at unrealistic odds in what usually proves a

less highly-tried runners. Aithough Triple Tipple, who

BBC 1 6.40-7.55 am Open University (ultra high frequency only). 9.20 Scooby and Scrappy Doo. 9.40 Jackanory. 9.55 The Wombles. 10.00 Take Hart. 10.20-10.30 Play (an "Interlude" film). 1.00 News After Noon. 1.30-1.45 Mr Benn. 4.15 Gooney Birds Taking Off (a children's interlude film). 4.18
Regional News for England (except London). 4.20 Play School.
4.45 The All New Popeye Show:
5.05 John Craven's Newsround.

5.10 Stopwatch. 5.40 News. 6.00 Regional News Maga-

6.25 Monty Python's Flying 6.55 Medical Express: Medical Magazine programme in-cluding Diets and Slim-

7.25 Top of the Pops with Jimmy Saville, OBE. 8.10 Fame.

9.25 Are We Being Served? The ordinary public are given the chance to investigate a public in-dustry: "The Age Old Problem."

9.55 Des O'Connor Tonight, 10.48 News Headlines.

10.50 The Muscle Market by Alan Bleasdale—a con-

'ANGLIA

9.30 am Sesame Street. 10.30 Spread Your Wings. 10.55 Stingray. 11.25 The Flying Kiwi. 11.50 Captain Nemo. 1.20 pm Anglia News. 4.20 The Adven-tures of Black Beauty. 4.46 Father Murphy. 6.00 About Anglia. 6.35 Crossroads. 10.30 Folio. 11.00 Dr Swagt-Tooth. 11.30 Lou Grant. 12.30 am People Life Lig.

BORDER

9.30 am European Folk Tales. 9.40 History Around You. 9.56 The World We Live In. 10.20 Young Remsay. 11.05 3-2-1 Contact. 11.30 Spiderman. 1.20

pm Border News. 4-20 Sport Belly. 4-45 Father Murphy. 6-00 Lookeround Thursday. 8-35 Crassroads. 10-30 Minder. 11-30 Anniversary Week; Selkirk Common Riding. 12-00 Border

CENTRAL

8.55 am Angling Today. 10.20 Bygones. 10.45 Zoom the Dolphia. 11.10 The Russian Dance Festival. narreted by Orson Welfes. 12.30 pm The Young Doctors 1.20 Central News.

The Young Doctors 1.20 Central Nava.
4.20 The Puppy Who Wanted a Boy.
4.45 Father Murphy. 6.00 Crossroeds.
5.25 Central News. 7.15 Film of the
Week: "Gunfight At The OK Corral,"
starring Kirk Douglas and Burt
Lancaster. 10.30 Citizen 82, 11.00
Dr Sweet-Tooth. 11.30 Central Nava.

mmary.

temporary comedy. †12.05 am Piano Playtime

All IBA Regions as London except at the following times:

9.40 am First Thing. 9.45 Sesame Street. 10.40 Zoom the Dolphin. 11.05 The Nature of Things. 11.55 The Undersea Adventures of Captan Nemo. 1.20 pm North News. 4.20 The Extraordinary People Show. 4.50 Little House on the Prairie. 6.00 Summer at Six. 6.30 Police News. 6.36 Crossroads. 10.30 Fiddler's Rally. 11.30 Nero Wolfs. 12.30 am North Headlines.

**GRAMPIAN** 

fight At The OK Correl," starring Burt Lancaster, Kirk Douglas, Rhonda Fleming and John Instand. 10.28 HTV News. 10.30 Dr Sweet-Tooth 11.00 Ngaio Marsh Mysterias, 12.30 am What 11.35 Sweet Summer Concett: John Bell Young.

Ngaio Marsh My: the Papers Say.

Report Wales.

Tonight's choice is not to watch the box at all (with the

knock.

exception of one 12 year old repeat) but either to listen to the radio or, if you live close enough, to go to London's National Film Theatre. It is increasingly the case that for those who take television seriously-whether in terms of social studies, drama, or even undemanding entertainment—the NFT provides a much better student's showcase than television itself. The three-week season called What's Happened to Heroes? starting at the NFT tonight is a prime example. While BBC Television continues to show an odd assortment of old programmes in its celebration of "60 BBC Years" with a comedy repeat here and another chance to see a 20-year-old play there, the NFT has brought together 20 examples of British police series from the last 25 years.

**TELEVISION** 

Chris Dunkley: Tonight's Choice

more competitive race than proposition in Krakow.

They start tonight with The Blue Lamp (the cinema film which created the George Dixon character) plus a 1956 episode of Dixon of Dock Green, and they continue for three weeks via "Z-Cars," "Softly Softly " and " Law and Order " to " The Gentle Touch" and "Juliet Bravo."

Failing that, on Radio 3 and 4 at 7.30 you can hear Proms 82 with Haydn's Oxford Symphony, Jorge Bolet playing Liszt, and then Sibelius's Symphony No. 1. The repeat is BBC 1's 1970 episode of Monty Python's Flying Circus but that's at 6.25.

### BBC 2

6.40-7.55 am Open University. 10.30-10.55 Play School. †5.10 Moderne and Modernistic Architecture. 5.35 Rescue Flight.

6.25 Jock and Roll. 7.25 News Summary

7.35 Who's Killing Croxteth?

GRANADA

9.30 am European Folk Tales. 9.40
History Around You. 10.00 The World
We Live In. 10.20 Young Ramsay.
11.05 3-2-1 Contact. 17.35 Spiderman.
1.20 pm Granda Reports. 4.20 Vicky
the Viking. 4.45 Little House on the
Prairie. 6.00 This is Your Right. 6.05
Crossroads. 6.30 Granada Reports
News. - 8.35 Yestarday. 10.30 Hill
Street Blues. 11.30 What the Papers
Sav. 11.45 Lifehing.

· HTV

10.00 am Struggle Beneath the Sra.
10.25 Larry the Lamb in Toytown.
followed by Magilla Gorilla. 10.45
Wild. Wild World of Animale. 11.40
Hands. 11.35 History of the Grand
Prix., 1.20 pm HTV News. 4.15 Voyage
to the Bottom of the Sea. 5.05 Jobline.
5.15 Into the Labyrinth. 6.00 HTV
News. 6.50 Crossroads. 7.15 "Gun-

8.10 Ready when you are, Mr De Mille!
"Stardust," starring David 9.00

Essex, Adam Faith and Larry Hagman. 10.50 Newsnight, including Edinburgh Festival Re-

HTV Cymru/Wales—As HTV West except: 12.00-12.10 pm Anner: 4.15 Cartoon. 4.20 Runaround. 4.45-5.16 Gwesty Gwrition. 6.00 Y Dydd. 6.25-

SCOTTISH

10.00 am in Search of . . . Hypnosis.
10.25 Crazy World of Sport. 10.50
Hands. 11.15 Story Hour. 4.20 The
Extraordinary Paople Show. 4.50 Sport
Billy. 5:15 Tales of Crime. 5.20
Crossroeds. 6.00 Scotland Today. 6.30
Take the High Road. 7.00 Fiddler's
Rally. 8.00 Feature Film: "Bad Day
At Black Rock." 10.30 Featural Cinema.
11.15 Late Call. 11.20 Out of School.
11.50 Ladies' Man.

TSW

#### LONDON

2.00-Krakow\*\*\*

2.30-Dunbeath\*

3.30-Ecstatica\*\*

9.30 am Tree-Trunk Apartments. 9.45 Animated Classics. 10.30 History of the Grand Prix. 11.05 Adventures of Niko. 11.30 Paint Along with Nancy. 12.00 12.30 The Sullivans. 1.00 News, with Leonard Parkin, plus FT Index. 1.20 Thames News with Robin Houston, 1.30 Emmerdale Farm. 2.00 Here Today. 2.25 Racing from York, covering the 2.30, 3.00 and 3.30 races. 3.45 Glamour Girls. 4.15 The Sylvester. 4.20 Father Murphy.

5.15 Survival. 5.45 News. 6.00 Thames News with Rita Carter and Colin Baker.

6.30 Thames Sport. "The Heroes of Tele-mark," starring Kirk mark," starring Kirk Douglas, Richard Harris, Jacobsson Michael Redgrave.

9.30 The Best of Health?

10.00 News. 10.30 Thriller: Michael Jayston and Helen Mirren in "Kiss, Kiss, Kill, Kill!"

11.55 What the Papers Say. 12.15 am Close: Sit up and Listen with the Reverend Peter Lewis.

†Indicates programme in black and white

### TVS

9.35 am Untamed World. 10.00 Paint Along With Nancy. 10.30 Father Came Too." starring Stanley Baxter. Lealie Phillips and James Robertson Justice. 1.20 pm TVS News. 4.20 Little House on the Praine. 5.15 Mr. Merim. 6.00 Coast To Coast. 6.50 Crossroade. 17.15 "Guntight At The OK Coral." starring Burt Lancester and Kirk Douglas. 10.30 Late Night Dram. 11.00 Company. Dram. 11.00 Jou 12.00 Company.

### TYNE TEES

TYNE TEES
9.20 am The Good Word. 9.25 NorthEsst News. 9.30 Patterns. 9.55 Cartoon
Time. †10.10 Morning Mouve: "The
Magic Bow." starring Stewart Grainger
and Jean Kent. 11.50 Lairy the Lamb,
1.20 pm North-East News and Lookaround. 4.20 Clapperboard. 4.50
Terzan. 6.00 North-East News. 6.02
Crossroads. 6.25 Northern Life with
Tom Coyne. 10.30 North-East News.
10.32 Songwriter: Ralph McTeil and
guest Georgie Fame. 11.20 Out of
School. 11.50 Epilogue.

### YORKSHIRE

9.30 am Sesame Street. 110.30 "The Big Job." starting Sid James. 11.55 The Bubblies. 1.20 pm Calendar News. 4.20 Survival. 4.42 Firther Murphy. 9.00 Calendar (Emley Moor and Belmong editions). 6.15 Crossroads. 6.40 "The Inn of the Sixth Happiness." starting linging Bergman. 10.30 Calendar Country. 31.00 Dr Sweet-Tooth. 11.30 Late Night Drama. Late Night Drama,

# 9.30 am Sesame Street. 110.30 Feature Film: "The Beiles Of St Transens." starring Alastair Sim and Joyce Granfell. 1.20 pm TSW News Headlines. 5.15 Gus Honeybun's Magic Birthdays. 5.20 Crossroads. 6.00 Todey South-West. 6.30 Gardens For All. 10.32 TSW Late News. 10.35 The National Youth Jezz Orchestra at the Comwall Conseum. 11.00 Dr Sweet-Tooth. 11.30 Mannix. 12.25 am Postscript.

by Riccardo Zandonai (sung in Italian) (\$). 4.55 News. 5.00 Meinly (or Pleasure (\$). 6.30 Bandstand (\$). 7.00 Let the People Sing (\$). 7.30 Proms from the Reyal Albert Hall, part

vice. 10.45 Morning Story, 11.00 News. 11.03 Sack to the Backs. 11.48 Enquire Within. 12.00 News. 12.02 pm You and Yours. 12.27 Brain of Britain 1982 (S). 12.55 Weather, travel, programms news. 1.00 The World At One. 1.49 The Archers. 1.55 Shipping Forecast. 2.00 News. 2.02 Weman's Hours. 3.00 News. 2.02 Weman's Hours. 3.00 News. 4.02 Festivel Phontains with John Fisher (S). 4.10 A Good Read. 4.40 Story Time. 5.00 Pat. News Magazine. 5.50 Shipping forecast. 5.55 Weather, programme news. 8.00 News. Financial Report. 8.30 The Day Job. 7.00 News. 7.05 The Archers. 7.20 Concert Petide (S). 7.30 Proms from the Royal Albert Hall (as Radio 3) part 1: Heydn, List (S). 8.30 Rhyme and Reason. 8.50 Proms. part 2: Sibellius (S). 8.40 Keleidoscope: 9.58 Weether. 10.00 The World Tomight. 11.00 A Book at Bedtims. 11.16 The Financial World Tomight. 17.30 Strictly Instrumental: plantat John Ogden in conversation.

#### (S) Stereo (when broadcast on VHF) RADIO 1

5.00 sm As Radio 2. 7.00 Mike Read. 9.00 Simon Bates. 11.00 Paul Burnstt with the Radio 1 Roadshow from Faimouth. 12.30 pm Newsbeat. 12.45 Dave Lee Travis. 2.00 Stave Whight. 4.30 Peter Powell. 7.00 Waiter's Weekly. 8.00 Mark Ellen, 10.00-12.00 John Peal (S).

### RADIO 2

\$.00 am Ray Moore (5). 7.30 Terry Wogen (5). 10.00 Jimmy Young (5). 12.00 Diana Dors (5). 2.00 pm Ed Stewart (5). 4.00 Double Hamilton (5). 5.45 News; Sport: 6.00 Jan Leeming (5). 8.00 Country Club, with Wally Vibyton (5). 2.00 Alan Dell with Big Band Sound (5). 9.55 Sports Dest. 10.00 On Mother! 10.30 Star Sound Edia. 17.00 Brian Matthew with Round

### RADIO

Midnight: from the Edinburgh Festival (stereo from midnight). 1.00 am Encore (S). 2.00-5.00 You and the Night and the Music. (S).

### RADIO 3

S.56 am Weather, 7.00 Nawa, 7.05 Morning Concert (S), 8,00 News, 8,05 Morning Concert (continued), 9.00 News, 9,05 This Week's Composers; The Strauss Family (S), 10.06 British Obos Music (S), 10.35 The Wooden Prince: Bartok (S), 11.25 Music for Plano by Faura and Chausson (S), 12.10 pm Scottish National Orchestra, part 1 (S), 1.00 News, 1.06 Scottish National Orchestra, part 2 (S), 1.45 Stuttgart Piano Trio (S), 2.50 "I Cavallari di Eksbu" opera in four acts

froms from the Royal Albert Hall, part 1: Haydn, Liazt (5), 8.30 A Day in the Life of . Samuel Butler, 8.50 Proms, part 2: Sibelius (5), 9.40 The Joking Habit (S), 10.40 Night Thoughts (S), 11,15-11.18 News,

### RADIO 4

5.00 am News Brisling, 6.10 Farming Today, 6.25 Shipping Forecast, 6.30 Today 8.43 The Secret Diary of Adrian Mole, 8.57 Weather; travel, 9.00 News, 9.05 Checkpoint, 9.30 The Living World, 10.00 News, 10.02 We Came, We Saw, We Stayed, 10.30 Daily Ser-

PRODUCT DESIGN

# Risks of retail power

BY CHRISTOPHER LORENZ

the last few years they have been followed by all sorts of luxury foods, as well as clothes, pottery, shavers, cameras and calculators. Where will it all

Terance Conran, chairman of Habitat/Mothercare, has done more than most retailers in Britain to popularise the practice of "own labelling". By using his specialist consultancy to design many of the products sold in his shops, he has probably taken it further than anyone except Marks & Spencer and J. Sainsbury. So it is no surprise to find him advocating a further extension of the process, and welcoming moves in that direction by the likes of British Home Stores, Boots and

"If retailers continue consciously to develop strong personalities of their own, the influence on design will be profound," he told a recent conference organised by stockbrokers Capel Cure-Myers. "Going to a shop will become more like going on holiday than going to the dentist . . . 'sensations' are what retailers have to create." Shopping will be more of an own words, it raises the fundaexperience, in other words, with mental question of whether conproducts a carefully integrated

#### Disturbed

Kenneth Grange, a partner of the Pentagram consultancy and one of the world's most successful industrial designers, agrees with Conran that power is shifting from the manufacturer to 'merchant," but he is profoundly disturbed about the possible consequences. Rather than offering the consumer a wider choice of designs and raising the quality of those designs—as Conran maintains— Grange says the process could have the opposite effect

"At the end of the shopping experience you'll only be offered superficial differences between products," he warns— the in-exorable growth in merchant power will reduce the incentive for manufacturers to be innovative, he says. This fear is stationery chain, continues to hold name manufacturers— a limited choice or designs many of them market leaders-

BAKED BEANS and breakfast the growth of retailers' muscle cereals were the first to go. In to make own label products in order to maintain their production volumes. In some cases, the manufacturers also fear that they would lose any sort of presence for their branded goods on the shelves if they refused to supply the retailer with own label products alongside.

> Grange is especially con-cerned about the increasing tendency of retailers to "source" products from Hong Kong, Taiwan, or wherever is cheapest. This is not only getting between European manufacturers and the market, but " destroy industry in the long run," he says. "In the final analysis, most merchants don't mind what they sell."

This is no mere exchange of fire between two naturally opposing forces. To a considerable extent, Conran and Grange actually represent the same interest: they both make their living out of trying to execute and promote good design at a reasonable price, and Conran's design consultancy works for a number of manufacturers along with its mainstream retail

Nor is this an esoteric battle between designers. In Conran's sumers want to continue paying "for two lots of marketing: with the manufacturer creating the brand and the product, and the retailer then doing the same thing all over again."

The issue is a complex one, involving both the quantity (or choice) of designs available to the consumer, and the quality of the designs.

Take Terence Conran's own record. In a sense he has increased the consumer's choice of designs, by developing new retail outlets which offer (usually) well-designed products at (usually) reasonable prices. But in those same outlets he offers a minimal choice of designs: to take an extreme example, Habitat sells precious few types of tinopener. And, as he says, "you don't go to Habitat to ... go to Habitat."

Though no longer under his ownership, Ryman, the echoed by some of the house- follow his strategy of offering thereby raising volume on each who are now being forced by line so that prices can be kept, at the door of the manufac-

down and/or profits up. To a lesser extent, the same is true of Boots, whose own label now goes on shavers, cameras and a host of other appliances, with the consumer being offered only a limited choice of manufacturers' brands. It is almost as if the retailer is dictating what the consumer will be allowed to

To quote Conran again, "the horizontally and vertically; more shops are selling more of the same product." But is it true, as he claims, that the products are made the products are made "by many more manufacturers"? Not as far as the consumer can tell by the label, at any rate. The choice of manufacturers' brands in such shops is far narrower than in the traditional type of specialist outlet, many of which are being driven out of business by the viciousness of the pincer movement of competition from the discount chains on one side and the Boots of this world on the

Conran maintains that Habitat is an inappropriate model on which to base this argument, since it aims at a relatively narrow market segment; Mothercare and Maison de La Redoute, Habitat's new French acquisition, will offer more choice, he forecasts. He admits that any retail chain prefers to restrict the number of its suppliers, but says that since each competing chain will increasingly want to offer its own products as a carefully designed part of its unique "shopping experience," the overall choice to the consumer

will actually increase. Which takes us neatly from the question of design quantity into that of quality. Is Kenneth Grange right when he forecasts that the trend towards "own labelling " will discourage manufacturers from being innovative?

Much would seem to depend on whether the average European retailer becomes as enlightened as Conran himself buy so-and-so's product, you just to the ability of design (of function as well as styling) to differentiate products from each other in the market place.

Admitting that Grange's criticism does apply in many cases-at least at present-Conran lays part of the blame



Terence Couran (left) and Kenneth Grange: Habitat/Mothercare's new 'own label' bicycle, made by Raleigh, epitomises the shift in power from manufacturing to retailing

ducts "up and down the marwith minimal changes. rather than getting together with the retailer to design a product which has a greater degree of uniqueness.

conservatism of many retailers more pessimistic.

—and particularly their buyers As Grange points out, even —is still a brake on the innovative. design-conscious world he thinks is already developing. Retailers have got to become much braver," he says.

In the long run, Conran insists that, in general, the rise in merchant power will not reduce innovation "because designers working for retailers are in close touch with consumers. They're in advance of manufacturers in being able to understand customer attitudes

tail of his argument. He admits that innovation could indeed he impaired where the product requires a lot of developing and tooling, which most retailers are reluctant to fund. Given complexity of cameras, domestic appliances and countless other products these days. that is a pretty big "exception" to Conran's argument, and a foot.

turers themselves, for trying to hefty prop to Grange's. sell essentially the same prothat this could all cause what Conran calls "a erisis in manu-

facturing." But whereas Conran talks of "an extremely stimulating crisis, not a gloom and destruction, death and bank-But he also concedes that the ruptcy one." Grange is altogether where retailers have not yet moved to "own label" designs.

they have been tying manufacturers down to ever tighter margins over the last few years. In future, he argues, the only way out will be for the manufacturers to maintain, even strengthen, their design effortif they still have the resources so-in an attempt to claw back their ability to deal directly with the public" re-establishing a strong product and brand identity.

But there is a sting in the This is what Sony has always been able to do. But it is a rare ability, requiring considerable management flair and nerve. Few companies will be able to emulate Sony, which, as Grange says, has such a strong market image that "it can virtually decide which retailers stock its products." In general, the boot will increasingly be on the other

the business. regionally. and

national companies. The rough estimate of one agency puts the value of advertising in Scotland at £300m a year, compared with a UK total of £3bn. About a third of this

is the strictly local classified ad business of the local Press.

agencies. Media directors from the top

Bob Mosseri, of Ogilvy & Mather, a London firm with a strong Scottish presence and a turnover of £4.5m, has brought in the account planner so as to give the client greater breadth of service by getting deeper into the requirements of the market and providing a longer perspective of a products sales

#### **ADVERTISING**

### Pin stripes in Scotland

PEOPLE porth of the border have been saying it for centuries and now the admen confirm it: the men of Scotland are different from their English counterparts. The Scot today spends more of his income on consumer goods, he drinks and smokes more, likes stody food and sweets. He is less liberated about the role of the opposite sex and what infuriates him is the way some Englishmen try to tempt him to buy things.

The picture is drawn partly from research and partly from the gut feeling among media directors of Scotland's advertising agencies and their clients. Differences in market, taste and language usage have led to

a proliferation of agencies in Scotland. Today between 60 and 80 of them are active, from one-man representative offices to a cluster of large agencies at the top which handle most of They jostle for Scottish

accounts to appear throughout the UK, for local firms selling eccounts of national and inter-

The recession and the fragmented growth of the industry means there is not enough work for everyone and, the larger adment feel, casualties can be expected. Meanwhile, the agencies in Scotland are fighting to bring back to Scotland some of the big regional contracts which are still farmed out to London

five — Halls, Woolward Royds, MCS, Grant Forrest, and Ogilvy & Mather — say their ability to provide a greater range of services is instrumental in stopping the drift south and increasing stature regionally. Their back rooms today offer extensive resources of writers, graphic artists, photographers and now even account planners.

Competing with London, or south of the border is the



The genuine Scot asks for a pint of " heavy " in a pub

even defending the independence of a Scottish branch of a London acency, involves Dalling London rates for the top creative jobs as well as having as many of them as possible in house. Like London too, Scotland is subject to constant fragmentation and breakaway bodies.

Ash Gupta left Halls Advertising last year to set up on his own and within five months boasted £1m worth of billings. His creative work has not only

included ads for a regional Ford distribution network but also the design for the top of downhill skis made by Avienure client, Vielhaber, The agencies report a defer-

ent client in Scotland: less in line with the exaggerated flash image of the south. "I wen't appear in the client's office wearing a white jeans suit -I'm more likely to wear my pin stripes," one director comments.

#### Hard slog

The conservative nature of Scottish businesses has also meant a hard slog for agencies to win them over to advertising. But if the client is different. so is the customer as viewer and reader. Bob Mosseri believes no one can understand the market in Scotland without The Scot can quickly spot the

beer ad filmed in an obviously English pub with dubbed in advertising expenditure to be Scottish voices. His drinking among the first cuts to be houses are less pretty places made by a company in than television's view of an English pub and, what is more he will not order a pint of bitter but ask for a pint of 'heavy. A key difference north and

spending habit of the Scot. The 85 per cent owner-occupier, \$5 per cent local authority—are reversed in Scotland and, with

or housing and often two in-comes in a household, more money is available for spending. Newspapers, macazines, and radio and television reach a neer saturation 93 to 94 percent of the 5m Scots.

such a large subsidised sector

Apart from 150 local newspapers, Scotland has six local! commercial radio stations, more: than any other region of

The reachability of the Scottish consumer, however, can give false indicators if the recion is treated as a market for new product lines. The very differences in consumer taste could create misleading guidelines for any national sales campaign. That said, admen report that

lager and vodka were first introduced on the Scottish marker to study their perform-Vodka sales now represent

30 per cent of UK sales in the heartland of Scotch whisky. Advertising agencies in Scotland are going through a slim time like most husinesses ta Scotland. But the Hall agency which has Bass beer. Bulmers eiger, and the Royal Bank of Scotland among its accounts, feels that the tendency for hard times is past. Companies will hold on to their advertising to maintain their share of the market and be ready for

Mark Meredith

### **TECHNOLOGY**

# opening up fast

BY GEOFFREY CHARLISH

RAPID GROWTH, new tech- being taken to the European and participation—all these are tries may well relax their contributing to the state of flux monopolies in the next few of the data communications industry according to a new report from IDC entitled Data dominated the market for Communication Equipment Marprivate supply of modems in

modems (the black boxes that emphasis on high speed high allow private data equipment to over PTT lines) was in the hands of the PTTs of Europe, examines multiplexers and commodem market has become more open and the trend can only continue with the new liberalis- more

nology, vendor mergers. Court by the EEC for its reorganisation, PTT influence monopolistic stance. Other cour-IDC found that Racal Milgo

Until 1980 very nearly two units and taking 41 per cent of thirds of the market for the revenue (a reflection of its cost units). As well as modems, the report

Since then however, the munications processors (IBM has 42 per cent of the latter). The report costs £1,250 and ation legislation being intro-obtained from Paul Homer at duced in the UK and the fact IDC Europa, 2 Bath Road that the West German PTT is (01-995 9222).

### Desk top image system

A DESK top video imaging system has been recently launched by Micro Consultants, Kenley, Surrey. The Intellect 100 can analyse live or recorded video pictures. For example, it

picture, and enhance poor video Micro Consultants originally

developed such equipment for use in the military field to improve images for reconnaisance. More information on can magnify images from a naisance. Mo small area or the original 01-688 4151.

# Our pen,£138.

### Your pen, £138.

Until October 31st, 1982, the Parker Pen Company is making a rather remarkable offer. Order six hundred or more of our sleek new Roller Ball pens, and we'll print them with your company name and logo absolutely free.
As business gitts go, that's something of a giveaway. But a throwaway? Never

**₱PARKER** 

For a free copy of our latest Business Ciffs catalogue, write to Farker Fen Co. Ltd. (Dept. AZ3), Newhaven, East Sussex BN9 CAU. Or telephone Newhaven (08912) 5233 (Exc. 150).

Data communication market survey | Bubble memories may earn their keep, after all

# Modem market is 'Abandoned' chip comes back

INTEL, THE U.S. microchip manufacturer, is expected soon to announce a tiny memory circuit which can store about 4 cost million bits (binary digits) of sight. information.

This mass memory circuit will use magnetic bubble technology a technique which has been abandoned by all but a handful of manufacturers. In such a device, the zeroes

and ones (binary digits) of computer talk are stored as tiny magnetic bubbles. Such memories can store large amounts of information; widespread acceptance of bubble technology has been hampered, however, by relatively high cost compared with other forms of mass memory such as non-volatile semiconductor memories, disc drives and optical video

Last year it seemed as though bubble memories were destined to be consigned to the file marked "technological fail-ures." Texas Instruments and National Semiconductor decided to drop bubble memories because of the high cost of development in return for limited market opportunities.

BY ALAN CANE

HEWLETT PACKARD, the US-

based electronics giant whose

products range from sophis-

ticated instrumentation to mini-

computers, this week launched in the UK a clutch of new per-sonal computers for the pro-

The new computers included the HP-75C, previewed on this page on August 26, a computer about the size of a paper backed book which can be used as a

desk top machine or carried around in a brief case.

The other new computers in-

cluded the HP-86 which at

£1,251 offers "the fullest set of

HP solutions in the lowest priced package," according to

The HP-87XM, at £2.088, is

designed for complex problems that would conventionally be

run on a larger computer.

Earlier Rockwell, and Plessey bubble memory devices based vices, being better able to sur-in the UK, had abandoned the on Intel's existing 7110 mem vive vibration and surges in

new Intel 4 megabit memory is expected by mid-1983. This, de-clares Intel, is a clear indication was around U.S.\$40m and has of its commitment to bubble memory technology:

pursued a policy of reducing the

In July, Intel also signed a joint agreement with Motorola, the only other U.S. manufacturer still in the bubble memory business to ensure more than one source for the devices. Motorola had gained access to bubble technology through an earlier agreement with National

In addition, the company has

price of bubble memories to encourage the growth of large volume applications. Now bubble memory is cost effective for almost any application, Intel Agreement

Semiconductor, which then dropped out of the game.

Under the terms of the joint

The take it or leave it computer

the 75C, is expected to bridge world wide.

the gap between true desk top computers like the 86 and its

successful hand held calculators

HP launches personal machines for the professional

technology because of its high ory though they will be smaller electrical circuits. cost with no early profit in in size. One of the new memories will also have twice the Sampling and shipment of the data rate of the present 7110.

ew Intel 4 megabit memory is Intel estimated that the 1981

> forecast that U.S. consumption bubbles will reach nearly U.S.\$100m this year rising to about U.S.\$500m by 1986. Bubble memories are used in products already.

They include personal comoffice equipment, of sale equipment puters. industrial control, and data logging instruments for geophysical exploration. Mr David Shrigley of Intel's non-volatile memory division said that numerical machine

White Sunstrand started to use Intel bubble memories two years Intel estimates that about one third of last year's bubble memory sales went to the numerical machine tool market. This industry uses bubble memory be-

cause it is more rugged than

The new portable machine, has now sold more than 500,000 cent up on the same period last

The 75C runs the Basic com-

puter language, can be con-

nected to a wide range of peri-

vive vibration and surges in

The ability to survive in harsh environments coupled with its small size opens up opportunities in the military field. Bubble memories have already been used for storing test programs to check the elec-trical systems of fighter air-

Price cutting

In 1981, Mitel, the Canadian telecommunications company, began production of its SX2000 private automatic telephone exchange using a total of 8 megabits of bubble memory. In the same year, the Vandling Corporation and Johnston-Macco (a division of Schlum-berger) made data acquisition products incorporating bubble

manufacturers such as memories. Despite these uses, it will take a major effort and continued price cutting to try and establish bubble memory as significant technology for data storage. Even then, there is a large question mark over agreement Intel and Motorola cause it is more rugged than will develop two 1 megabit other forms of mass memory dethe likely success of such an approach

Information can be fed into

built in magnetic card reader

ence; the magnetic card reader

is operated manually. The motor driven version on, say the 4IC. proved quickly to drain the batteries.

The company has weathered the recession well, according to HP executives this week. It

looks as if it will turnover more than U.S.\$4bn in the current financial year. For the first

nine months of the year, turn-

over, at U.S.\$3,112m was 21 per

year. Net earnings were 28 per

HP has rationalised its

personal computation products

into five series to raise its

profils in these markets.

HP has learned from experi

Materials -

### **Battelle** battles with ceramics

BATTELLE'S COLUMBUS Laboratories are developing a technique for the production of thin, complex ceramic components of the kind used in heat exchangers, batteries, combustion units and catalyst carriers.

The object is to produce components that can with-stand high temperatures, wear, erosion and creen

Conventional powders are used as the base. Then, metal-organic polymers are added and the mixture is formed by hot extrusion. The polymers bind the powders together during extrusion. giving uniform, thin shapes. In subsequent thermal treat-

ment the polymers decompose to ceramic residue. Because the residue is very reactive, the sintering temperature can be lowered. This enhances the densification and micro-structure of the ceramies to

structure of the ceramics to allow the material to with-stand severe environments. Companies may still join the study and more informa-tion can be obtained from Battelle's London offices at 15 Hanover Square, WIR 9AJ (01-493 0184).

Motor trade

#### Computer to link 1500 the machine using a variety of peripheral devices and there is dealers

A computerised link between dealers involved in the used commercial vehicles business is now being affered by Mol-bourn, Cambridge-based Inter-

file.

The aim is to bring together via a central IBM Series 1 computer the 1.500 companies. estimate to carry out " significant" trade in used com-The system, called Dealer-scan, will allow them to ex-

information vehicle stocks and vehicles matching a particular customer's needs. In the past, telephone inquiries to other dealers have been a traditional, but timeconsuming, way of locating



BL has already introduced a similar system among its own dealer network, and other manufacturers are following suit. But this is believed to he the first attempt to establish a network in the used vehicle trade.

Tom Allison on 0904 53651

Stonebow House York YO12NP

Each dealer is being bifered a guaranteed minimum of 40 contact dealers. Whether the system will be really effective, however, depends on how many of the 1.500 dealers eventually take it up. Even on an initial 40strong network, claims Dealerscan, the computer should provide access to 12,000 formation on about 2,000 -

Cost of the service is £100 a month, plus terminal rental.

THEATRE

### Memories **Economical**

storage TRACK DENSITIES of 689 to

the inch and a data density of 6300 bits/inch are schleved in a new 14 inch Winchester disc drive from Kennedy Inter-national, Maidenhead (0628 73939).

Storage on this model \$3160 is, according to the maker, 37 per cent cheaper than on competitive units: The composite heads incor-porate calcium titanate slider material round thin ferrite

dores which reduce magnetic fringing and allow the high truck densities to be obtained. The model 53160 is seven inches high, 19 inches wide and 24.75 inches deep, with a weight of 75 lb. In quantities of 500 the cost of the drives is 54.075 each.

Industrial Marketing Communications?



Athinking advertising and public relations service. First Midbrook Industrial

85 George Street, Marylebone, London Will 5Pt. Tel: 01-486 8794 Blake: 887274 FM.

عكدا سندلاصل

with computer-like functions, pherais including a domestic HP's top of the line 41C alpha television set and runs off numeric calculator, for example, batteries. It costs £593.

### THE ARTS

### Record Review/Andrew Clements

### Carter and Shostakovich

Orchestras; a Mirror on which at getting only 35 minutes music to dwell. New York Phil for the money, it's difficult to harmonic / Boulez; Susan imagine that no other Carter Davenny Wyner, Speculum work could not have been in-Musicae/Fitz CBS 76812.

Carter: The Minotaur: Cowell; Symphony no. 4: Riegger: New Dance. Eastman Rochester Orchestra/Hanson. Mer-

Shostakevich: Symphonies nos. 2 and 3, London Philliarmonic/ Haitink, Decca SXDL 7535. development. In their swn way this work has been widely Shestakovich. Senata for violin. these pieces are as significant noticed, and Carter's trumpet and vision Ob. 124: Shnitke: as the first string quarter had solo, dipping and pivoting, is and piano Op. 134; Shnitke: Violin sonata no. 2, Preludium "In memoriam Dmitri Shosta-kovich." Mark Lubotsky,

It has taken two years since the disc was released in the United States for the recording of Carter's A Symphony of Three Orchestras and A Mirror on which to dwell to reach Britain. The delay is unforgiveable; they are the most recent Carter scores to appear on disc and we have since heard two more works here—the masterly Syringa and the elusive Night

most French actors and theatres rest. Among those

staying open this year, the tire-

less Huchette where Ionesco's

Lecon have been going strong

ever since they first appeared

in the early 1950s, and a num-

It is more surprising to find

a production such as Jean

Arouilh's L'Alouette playing to

small summer audiences at the

philides had a go two years ago

Feminist writer Viviane Pheo- logical.

Theatre de la Madeleine.

bargain.

"In the songcycle also there is of apology for their is an awkwardness that had

-childed on the sleeve. The cost John Ashbery setting in ently played but recorded with First of May" retains the choral curter: A Symphony of Three conscious buyer also might cavil Syringa three years later. The out much nourishment, provides finale, but already, two years or chestras; a Mirror on which at getting only 35 minutes music performance by the dedicates a neat context for early Carter. later, Shostakovich is in retreat is finely detailed; Miss Davenny-Wyner's singing is scrupulously inflected and enunciated. The recording, thankfully, is faithful and cool.

immediate attention - grabber. The influence of Hart Crane's The Bridge on the opening of one of the most memorable moments in his music, even though the rest of the work returns to the multi-layerings that characterised his music of the late 1960s. The ending's predictability continues to worry me, yet it remains one of Carter's most seductive and

Equally crucial in its own way was The Minotaur, which registered Carter's leave-taking of the neoclassicism that had nourished him until the mid-1940s. The writing in the 1947 ballet suite as recorded in this vintage Mercury reissue is un-ashamedly Stravinskian; there are few hints of the radical change that was to overtake Carter's music in the next three years. The Symphony in Three but the ballet is a fluent.

approachable scores.

a neat context for early Carter. Wallingford Riegger's New Dance (1935) is a brief, pithy rhythmic study intended for dancing, Cowell's "Short Symphony" (1946) is typical transatlantic primitivism, a melange of hymns and jigs, chorales and fuguing tunes. If The Minotaur is an

example of what might be called "socialist realist" music in the U.S., though the move towards a populist style fostered by the development of the WPA in the late 1930s and early 40s was taken up with more enthusiasm by composers such as Copland than by Carter. Shostakovich's second and third symphonies, ironically, date from the period when socialist realism had not come to dominate and strangle Soviet art; the 1920s are known for the revolutionary visual art produced, its music is less familiar.

The second symphony is the most modishly radical music Shostakovich produced. It was written in 1927 and bears the explanatory title "To October, a Symphonic Dedication": until the choral finale is reached, a setting of Bezymensky's poem on the October Revolution, the music is conceived in uncompromising horizontal textures, pil-ing instrument line upon instrureached purely by cumulative

The third symphony "The

later, Shostakovich is in retreat from the extremes of constructivism; there is more to relate this symphony to its successors. Neither work is entirely successful; the second attracts more attention because of its garishness. A complete cycle of the symphonies is the only likely place to encounter them and Haitink's accounts, with the LPO and its chorus, are vivid and precise, The conductor does his best to minimise the blatant rhetoric that is inevitable in the finales of both works; it is sympathetic, understated support that is far more effective

than aggressive crusading. Shostakovich's second violin sonata was written in 1968 for Oistrakh and Richter, and like everything written by the composer in the last few years of his life it is deeply pessimistic music, scarcely ever rising above its sorrow and making heavy weather of a single attempt at faster music in the central Allegretto. The Shnitke pieces make enterprising couplings.

The Preludium is a relatively well-known, profound elegy; the second violin sonata synthesises those elements that makes his music such an unnerving and sometimes wretched experience. The sonata is not of the quality of Shnitke's finest pieces such as the third violin concerto, but neither is it as infantile as it might be. Performances are excellent; smooth and affectionate.



David Ashmole and Marion Tate in the Sadler's Wells Royal Ballet's new ballet The Swan of Tuonela, choreographed by David Bintley to Sibelius's music. Clement Crisp will review this next week.

### Video/Nigel Andrews

### A trinity of extravaganzas

even more plaintive and perti-For not only is size lost, but definition and colour-values can

cases still living and breathing. A random trinity of Moviedom's greatest extravaganzas newly available on video; and as with so much in this new format, what you lose on the carousel of giant spectacle you gain on the swings of fingertip

Take Duel In The Sun (Guild

The film has a wonderful abandon. Sultry in brown make-up, J. Jones smoulders Chavez," half-caste castaway torn between two men --brothers-who love her: "bad" Joseph Cotten. Lionel Barrymore and Lilian Gish are the boys' parents, ranching their multi-thousand-acre place-in-thecountry, "Spanish Bit." And King Vidor directs with stun-

hang in the Louvre. There are moments of movie splendour in which the Corny double-somersaults into the Inspired. Peck on first meeting roughly seizing, and smothering

Can spectacle thrive on the neighbouring states. Best of all, small screen? The question is the mixed-singles shoot-out finale in which Peck and Jones through a barrage of their own buliets to execute a last dying clinch before the end-credits roll. Never has a "love-hate" relationship been so literally dramatised.

twilight landscapes.

If Duel In The Sun is a stalvideo-transference, Kubrick's CBS) is a stretcher-case. This space-opera was originally filmed in Cinerama—nearly four times as wide as your TV screen. So the loss in visual acreage is awesome. But 2001. though badly mauled, won't

to waltzing Johann Strauss journeys to an in-my-end-is-mybeginning finale of mystic marvellousness. And video allows the playback option that this great puzzle-parable demands. The Amazing Adventures of Baron Munchhausen (EMI). stretcher-case: Eureka--one video survivor with scarce any

thundering Richard

spectacle was made during World War II with what seems to have been all the Deutschemarks left over from Hitler's depredations on the war-front. A tall-story-telling Baron (Hans Albers); whirwind visits to wart walking-wounded after Tsarist Russia and belle époque

> The last-named sequence is pure enchantment. bearing trees and human seasons whizz by (one day equals one year), and in a sparkling lunar Never-neverland German kitsch dons the wardrobe of purest wonder.

### Ayckbourn wash-out at the National

Owing to continuing difficul-ties with the river setting for Alan Ayckbourn's new comedy, formances on Saturday and Way Upstream, in the Lyttelton Theatre, tomorrow's rescheduled opening night has been can-

fibre tank containing 6,000 gallons of water. A National Theatre spokesman blamed the demands of the repertory schedule for the repeated

Monday evenings. While the production team goes back to the drawing board, all September performances of The design incorporates a Way Upstream have been can-24-foot cabin cruiser in a glass celled. From the middle of the month. Peter Hall's revival of The Importance of Being Earnest will take the place of Ayckbourn in the repertory, but until then the Lyttelton will. remain dark on the nights the It is hoped the play will re-open to public and the Press

### Leonce and Lena/Theatre Space

### Rosalind Carne

Set against the ambitious epoch. canvas of Danton's Death. Georg Büchner's hastily composed black comedy feels disappoint ing. It is, more obviously than stage. its forerunner, the work of a very young man, and the student actors of the Man-chester Umbrella Theatre company are in their element with material which breathes the anguish of youthful disillusion.

If the play is unsatisfactory, this is largely because of its undeveloped social fabric. Leonce, together with his eccentric companion Valerio, embrace a philosophy very close to that of Danton, but there is no Robespierre to act as an unpleasant foil to their Epicureanism.

The hero is something of a Hamlet figure, and, although the play was written in 1836, his rarified indolence has a recognisable 20th century flavour. Boredom, identity and the nature of existential choice are given serious consideration. Nor is it purely in intellectual matters that Büchner reaches

romantic drama to the absurd juxtapositions of the modern

All these points are fully explored in Tom Hare Duke's competent production, though James Roger's leading man teeters on the edge of excess. He is lucky in his co-star: Katherine Jones is an exceptionally talented young actress, combining strength in portrayal with considerable gentleness and an unusual mobility of expression. She should do very

This is the company responsible for the excellent version of Lope De Vega's The Dog In The langer, recently at the Shaw Theatre, and the production witnesses the same attention to detail, the same clarity and simplicity in visual and intervirtues, Leonce and Lena is a minor work, worthy of revival principally as a literary curiosity.

out beyond the spirit of his floor boards are reversed to floods

Stylistically, he has create the grey background of passed beyond classic and a half-burnt castle, setting of a Boswell. Entitled The Big Fish Eat The Little Fish, it features Tim Hall as Sir Alabaster Crevice, a failed adventurist. seeking shelter in the ruined ancestral home of Lady Wisteria Inch (Feroza Syall). I was intrigued by the glut of ideas and the writer, who also directs, clearly has plenty to say, but he is still floundering with his medium. Solitude, nothingness. violence, language, all are touched on in a cursory way. Only the notion of emasculation

### V & A art library

gets strong dramatic treatment.

closure The National Art Library at the Victoria and Albert Museum is closed for investigation and repairs, due to exten-After the interval, the white sive damage caused by recent



Tallulah Williams and Katherine Jones

### **THEATRES**

OLISEUM, S 836 3181 CC 240 5258. ENGLISH NATIONAL OPERA. TOT: Set 7.00 CARMEN. Tomor. Wed 7.50 THE BARBER OF SEVILLE. TORS 7.50 THE MAGGE FLUTE. Some reats awall at BOOK 8806 day.

THICHESTER FEST VAL THEATRE, 0243 751312, Sesson spomored by Martini & Rossi Ltd. CAVELL Today 2.30 & 7.30.

LONDON PALLADIUM. 01-457 7373. MICHAEL CRAWFORD In the Broadway Musical Barkium. Fees 7.30. Mat Wed and 5at 2.45. Use the Barnum Hotilines 01-437 2055. 01-734 8961 for lostant credit card reservations. NOW BOOKING

HAMMERSMITH. 5 CC. 01-741 01-200 0260 124 hrst. Evos 7.30 mat 2.30. Sat 4.30 a. 5.15. SHE 5 TO CONQUER. Oliver Gold-comedy. Directed by William

ATIONAL THEATRE S RIVIER (OPEN ENGE) SANTON'S DEATH BY BE 15 GUYS AND DOLLS. TELTON (proscerdam stage) NO. Returning October auditorium — Iom COYTESLOE Ismail auditorium — Iom price tital Tomor's Preview Cancelled. Prev Sat 7.30 THE SPANISH TRAGEDY by Kyd. Ettelient cheap seats all 3 theatres and STANDBY in Olivier/Lyttelbu from 10 am on day Car park. Restaurant 928 2033 Credit cred blue Restaurant 928

PALACE. CC 01-437 6834. CC Hotline 437 5327. Andrew Lloyd-Webber's SONG AND DANCE. Starring GEMMA CRAVEN & WAYNE SLEEP. Due to overwhaiming demand now booking to Jac. 1985. Evgs 8.0. Fri & Sat 5.45 & 8.50. Some good seats still available most perfs. Group sales 437 6834. 379 6061. CCADILLY. S. Air-coad. 437 4056. CC 779 5655. Group sales 01-836 3962. 779 6061. Mon-Fri 730. Mass Wed 3.0. 531 5.30 & 8.15. Students 63.50. 674AL SHAKESPEARE COMPANY in Villy Russell's new comment EDUCATING LINCE EDWARD. Tim Rice and Andrew Loyd-Webber's FYITA. Dk. by Hal Frince. Evgs 80. Low price mats hur 6 Sat 5.0. Evgs peris end 10.15. low Office 457 6877. CC Hottlines 439 1499. Grp salets 579 6061 or 80x Office 85. Z4-hr bkgr. Teledata 01-200 0200. PRINCE OF WALES THEATRE. 930
8881 CC Horling 930 0886 or Teledals
01-200 0200 '24 hr bogs: group sales
01-279 5061 or bookings on entry. ROY
HUDD. CHRISTOPHER TIMOTHY in
UNDERNEATH THE ARCHES. The smysh
hit laming musical. Mon-Thur 7-30. Fri
A Sat 5-15-6 8-30. SPECIAL RAFE Fri
ANY TICKET, Children OAPA. Stadents.
Mon-Thur & Fri 8-18.

ROYAL COURT. S CC 730 1745. TOP GIRLS by Caryl Churchill Eigs 8.00.

ROYAL FESTIVAL HALL 01-928 3191. CC 01-928 6544-5 LONDON FESTIVAL BALLST Ton'! 7.30 - Set 3.00 & 8.30 Le Sylphide (Ton'! Evodukova Schaufers Lemen.

TS WELLS THEATRE, ECT. CC 3-2916 (5 lines). 24 hr instant 1-200 0209. Grp sales 01-379 10-379 11 September 11 SABLER 5 1 Ton 7.30 24 7.30 Papilion. Tomo 7.30. Set 2 7.30 Papilion now open. Ring ance Subscription now open. Ring T. PANCRAS PARISH CHURCH. 01-388 1394. National Youth Theatre in MURDER IN THE CATHEDRAL by T. S. Flist. Eggs 7.15 pm. AVOY. 5 01-836 8888. CC 830 9212. Evenings 7.45. Mats Wed 2.50. Sat 5.0. 5.0. MICHAEL FRAYN'S NEW COMEDY NOISES OFF. Directed by MICHAEL BLAKEMORE. MARTIN'S. CC 836 1443. Evet 8 es Mat 2.45. Saturdays 5 6 8 atha Christie's THE MOUSETRAP prid's longest-ever rum. 30th Year tly air-conditioned thautre. VAUDEVILLE. CC 01-836 9988. Lent 4 perts! Ton't & Temps 8 pm. Sat 5 & 8 pm. Corpon lackSoon in Aganta 6 thristie's Cards on the Table. Fully air-conditioned theatre. Nine Months! RUN ENDS Sat!

up in London (7)

#### F.T. CROSSWORD PUZZLE No. 4,963 ACROSS

1 Relax in a railway jacket (6) 4 I'm drunk — spree's so riotous (8)

10 You had a late meal, we hear, to reduce! (9) 11 Loud prying round one (5) 12 Observe in glasses, pyrotech-

13 Medium sort of board (10) 15 Cheated the minister, a novice—perished outside (7) 16 Kerry's round bouncing ball (6)

nic display (4)

19 Acts appropriately? (6) 21 It's as well man's into insects 23 Animals produce as orchard

does (5, 5) 25 Heart of chorale's spoken (4)27 Clergyman is able to proceed here (5)

28 Rock is something of prime importance (with no hesita-Providing foolish figure to audience material (8)

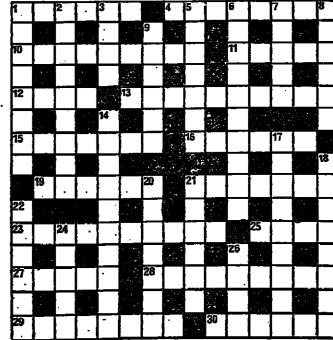
girl's taken in (6)

30 Rent to produce tears when

1 On them one's destitute and 18 Probe round cracked slate smile goes (4-4)

2 There's a world of differen between these places (9) 3 Bird of another nest (4) 5 Long for favourites to come

6 Mad hunter above danger 22 Useful for tots (6) will do so (3, 3, 4) 24 A novice embrace-24 A novice embraces upset nun? Make nothing of it (5)



8 Gas burner (6) 9 Not well up in one's nome, lacking colour (6)

14 Count rails fluttering above man's reception (10) 17 Duck under the bed-cover

(9) with instrument (8) 20 Arab race in desert mainly

(7) 21 Cheese on railway, in short, lacks smoothness (6)

Solution to Puzzle No. 4,962 AMPERE SAWLSOUT

M D O S M / D T

GARYATID / WHERE

E A R T C O R ENTER

26 Employer has heads of

Unions so easily reconciled

ong! vhick

Fast

Fantasy for piano.

Also unforgiveable in the pre- for ten instruments that ensures sent issue is the failure to that the bulk of the vocal lines reprint the six poems of Eliza- are heard; some moments of beth Bishop that are set in A angular stiffness remind one Mirror; doubtless there were that this was Carter's first vocal copyright difficulties, but some work for nearly 30 years, but it assured work.

During the summer months monologue portrait of Joan.

La Cantatrice Chaure and La Claudel in Jeanne au Bucher

Anouilh is obviously one of a Anouilh's wry, debunking sense succession of playwrights to of humour. Joan's progress is have grappled with the Maid. not so much divine as psycho-

Enough of complaints; for A Symphony of Three music and performances here Orchestras similarly opens with are of the highest standards, a defined musical entity, an

are of the highest standards, and the record must be essen-tial listening for anyone remotely interested in Carter's as the first string quartet had been a quarter of a century earlier, which initiated a pro-gression that construed until Ljuba Edlina, Philips 6514 the third string quartet of 1971. The absence in that work of

perhaps gradually to the litera-lism. "new simplicity," of A Mirror (1975) in which the settings do not shrink from the obvious — the skittering of a solo oboe to represent the shore bird in "The Sandpiper," an Ivesian intrusion from a march-ing band in "View of the Capitol from the Library of Congress."

transparency in the scoring

Before the second war Joan

was a revered symbol for the

French patriotic extreme right.

The Joan of Catholic playwright

was predictably a simple minded fount of metaphysical truth.

The background of Anouilh's

Maid (Claire Deluca) is impishly

naive, a sort of holy fool who

arrives at her ambitions through

native wit alone. The vast

patriotic, religious aspect of

Joan's career fades away before

L'Alouette has some brilliant

. The second side of the disc, absence might have been in disappeared by the time of the in performances that are effici-Paris theatre in summer

> Nicholas Powell and the staging by Mario Fran- Jacques and his master, partly ceschi is largely to blame-leaves one with the impression theatre so much as a writer whose characters have strayed onto stage, by accident. Reading the play would be more enjoyable than watching it.

Moulin Rouge in Pigalle the Comédie de Paris is having a successful run with Les Amours de Jacques le Fataliste loosely adapted from Diderot's book by young cinema star and Comédie Francaise drop-out, Francis Huster.

about determinism and mainly about the servant's love life of Anouille not as a man of the gets off to a slow, amateurish theatre so much as a writer start, punctuated by disco rhythms filtering through the walls from a bar next door. Fortunately things pick up,

although both roles and espe-Just down the road from the cially the master's suffer from thin, timid characterisation. It leaves one (and the ten other people who turned up) wondering what could be done to such a good text with more whole-hearted acting. Le Lucernaire Forum, also open this summer is a sort of miniature Barbican At the beginning of the sumwith none of the inconveniences. mer there was a change of cast at Avignon with a much writing and psychology in its with less than happy results. Four separate auditoriums give remarked, scathingly sensitive favour. But this production— The witty dialogue between two different plays each evenwitty dialogue between two different plays each even- around them.

ing-fewer at holiday time. There are films, art exhibitions a terrace café and a good ground floor restaurant. The latest addition to the

Lucernaire repertoire Tchouja; the blurb offputtingly suggests a stern feminist message "two women born in Algeria, one of them Jewish, evoke their childhood memories. The encounter of two cultures.' What the blurb omits is that Tchoufa is comic, touching brilliantly self ironic and finely acted. Attica Gudj (who wrote it) and Betty Berr perform a succession of cameos depicting the childhood of two girls in North Africa and characters

nent in the case of video than crawl towards each other of TV-transmitted feature-films. also be devastated. Can the wall-to-wall wonders of the wide screen survive the passage to video unscathed? Not unscathed, but in most

accessibility and play-it-again-Sony re-viewability.

Home Video). This is one of the grandest barnstormers ever conceived by Hollywood melodrama out of the Hollywood Seiznick was the midwife, urging into daylight this update of Gone With The Wind which transforms Civil War Georgia to land-war Texas and Clark Gable and Vivien Leigh to Gregory Peck and Jennifer Jones.

and shimmies as Gregory Peck and ning handsomeness, as if every wide-angle shot had to be fit to

his landedge with an army of ranch-hands and leonine growl guaranteed to be heard in all

Guild Home Video cannot perfectly reproduce the garish

grandeur of this rolling epic. Given the choice, you should see it in a cinema. But chances are you won't often be given a choice, and this tape-version is as good as video limits now allow: strong and varied in colours, and furnishing a fair approximation to Vidor's vast shimmer and sparkle as if snowflaked with silver.

quite give up the ghost.

It is a film to be scoured and studied as Kubrick leads us

Finally, and far from least, One walking wounded: one. and now — hale-and-bearty signs of damage upon it at all. . This German fantasy-

Venice; a ride on a cannonball balloon-trip to the Moon.

### **FINANCIAL TIMES**

BRACKEN HOUSE, CANNON STREET, LONDON EC4P 4BY Telegrams: Finantimo, London PS4. Telex: 8954871 Telephone: 01-248 8000

Thursday September 2 1982

# A dream ends in France

the seal on a fundamental change of priorities that has become increasingly apparent since June. The creation of new jobs must give pride of place to reducing inflation and the rapidly growing current

President Mitterrand sounded the keynote himself when he announced in June that the Budget deficit was to be held to 3 per cent of GNP this year and next. That target has been upheld. It leaves very little scope for fiscally-induced expan-

secretariat of the Organisation for Economic Co-operation and Development estimates that a 3 per cent deficit this year will add 1 per cent to domestic demand. Next year that expansive effect will be down to 0.1 per cent, or next to nothing. Small wonder that French socialist leaders now talk of "rigour" and "terrible years' to come in gloomy con-trast with the euphoria after their electoral victories last year. Their initial hopes were choked by a rising inflation Their initial hopes were rate, loss of competitiveness in world markets, and two devaluations of the franc.

#### Stringent

Besides switching to more stringent budgeting and besides devaluing twice, the Government of M Pierre Mauroy has sought to underpin his antiinflationary policy with a wage and price freeze decreed until the end of October. As usual this bludgeon produced an initial success; on an annualised basis the inflation rate was down to 11.9 per cent in July from Recognition 13.5 per cent in June.

But, as is also usual, the freeze raises as many problems as it answers. The Government want both sides of industry to agree to a period of restraint to last for 14 months. It has met with little encouragement from the trade unions which, probably with good reason, fear that they will be asked to renounce real wage increases or

The need to cut the costs of French industry is made evident by the deepening trade deficit. In the first seven months of this

dash for cover. The Budget for 1983, announced yesterday, sets the seal on a fundamental devaluation in June have

But the adverse ones have already arrived in the form of higher costs for imports, not energy. France depends upon imported energy for three-quarters of its needs. Ominously, two months after the devaluation; French external trade in cars went into deficit, something previously unheard of.

It adds up to a dispiriting picture of failure for the first year of socialist rule in France. Despite last year's fiscal boost unemployment mounted in 1981 and has continued to do so. The franc has been devalued and already the Government has had to deny rumours of a third devaluation.

Inflation may have been checked, but given the notorious uncertainties of freezes it remains to be seen whether the announced targets of inflation rates of 10 per cent this year and 8 per cent next can really be met. Growth forecasts of we 2 per cent for both years look equally chancy in an uncertain world.

M Mauroy had every reason to change course and to risk what is bound to be an unpopular Budget. A sop was needed for the unions and has come in the form of an increased top marginal rate of income tax. It will produce little revenue. It could also undermine his attempt to channel more resources into investment by artempt tax breaks for equity invest-

Nonetheless, the recognition that consumption must be reined in is along the right lines, and underlies the Budget strategy. That is not to say that rigour will work. Investor confidence has been badly shaken by last year's nationalisations and by the uncertain world out-

Above all, M Mauroy needs even to accept cuts for a pro- his understanding with the longed period. The sacred prin-ciple of wage indexing is in brought under control. The long-term French experience with inflation is not encouraging, given that that performance has to be measured against that in Germany, the main comyear it came to FFr 52bn (about petitor of French industry.

# The Signal Life scandal

REVERBERATIONS from the Signal Life Assurance scandal are getting louder by the day. No sooner have holders of two gold income bonds issued by the company been offered a money back guarantee by the trustee, the Hongkong and Shanghai Banking Corporation, than serious doubts are emerging about the safety of certain guaranteed gilt bonds also issued by Signal and bought by an unknown number of individual UK investors.

Reports last week revealed that far from being backed by first class government securities as the prospectus states part of the underlying investment was a tranche of bonds issued by the pre-Hitler Weimar Republic. What can be done to prevent this sort of thing happening again.?

### Monitor

There is no doubt that most life assurance policyholders in Britain are—indirectly at least -well protected. Admittedly nothing can stop someone, how-ever ill qualified, setting up in business to sell insurance pro-vided he does not call himself an insurance broker. But the Department of Trade's responsibility to scrutinise the financial position of UK registered life companies should help avert their financial collapse. The ultimate safety net is provided by the Policyholders Protection Act which will reimburse investors in the event of such a disaster.

None of this applies, however, to companies registered outside the UK. The Gibraltar-based Signal Life is now an infamous example but it is well known that there are many others in far away tax havens. Often there are no local supervisory authorities in a position to monitor the probity of such operations. Such companies are perfectly free to market their wares to UK investors provided they point out on their literature that they are not registered in the UK and provided they sell their products through an intermediary.

Insurance brokers

seemed only too happy to mar-ket Signal Life bonds offering. as they did, an apparently juicy vield to the investor and fatter-than-usual commission to intermediary. And they took considerable comfort from the position of the Hongkong and Shanghai Banking Corporabonds. The Hongkong bank has certainly done the honourable thing by agreeing to refund in-But there are plenty of unanswered questions as to how it got itself into that posiin the first place.

The Department of Trade's main reaction to Signal Life seems to be to try and persuade the Gibraltar authorities and officials in other offshore centres to tighten up their own pro-cedures. Some thought is also being given to introducing a requirement that warnings of overseas registration should be much bigger and more conspicuous on an overseas company's marketing literature. But since Signal Life was cheeky enough actually to make a virtue of the fact that its bonds would not be subject to a capital levy under the Policyholders' Protection Act. this hardly seems a watertight

### Principle

Apart from taking these steps the DOT seems reluctant to go further. So it appears for the moment that the principle of careat emptor is to be applied. This leaves too much responsibility for avoiding more Signal Life sagas with the intermediaries who sell offshore products. Professor Jim Gower, adviser to the DOT, is now considering his final report on the protection of investors. He is known to be concerned about the dangers of allowing unregulated overseas operators to market their investments in the UK while domestic institucontrolled. The Signal Life affair highlights the need for this loophole to be effectively

# The end of the world—perhaps

By Anthony Harris

**ECONOMIC VIEWPOINT** 

CET ELL ME." said friend, back from his summer holidays,
'has the world come to an end while I've been away?"
The question looks simple but it is surprisingly difficult to answer with conviction. There is a still small but well-informed school of thought, mainly of financial rather than economic analysts, who say with some confidence that it has. Recovery is nowhere in sight, markets have begun an irreversible flight into quality and credit is contracting of its own accord as both lenders and borrowers try to reduce their risk exposure. In other words, we have embarked on a slump and that is why interest rates are falling.

On the other side of the argument are the real-economy specialists, whose models tell them that falling inflation will raise real incomes, rising bond values will encourage spending and that a modest recovery at least can be expected at any minute. Unfortunately they have been saying the same thing for rather a long time, without being right: and their models cannot, their nature, capture the kind of deep psychological change which the financial analysis claim to detect.

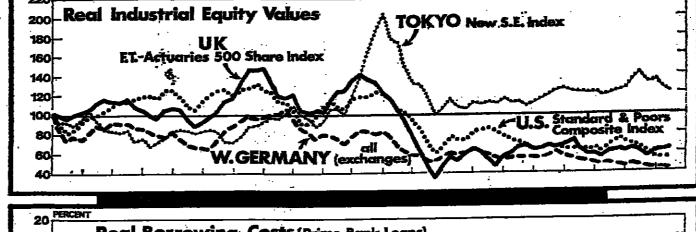
A compromise answer was offered by a merchant banker of broad experience: "Has the world come to an end? Not yet." This is probably a just assessment, but not—if you think about it-at all comfort-

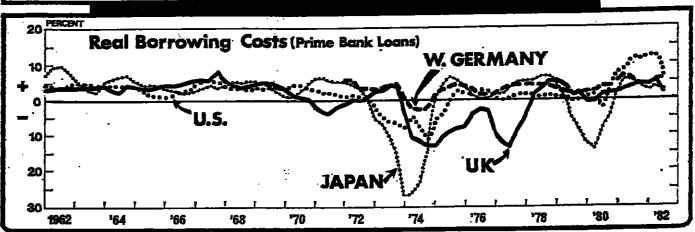
ing. So what did happen in August? There was a tremor. certainly, which seemed very dramatic to those who were still at their desks at the time: but as the charts show, the results were not very striking on a longer view.

Interest rates did retreat from the very high real values they had reached in the U.S. and to a lesser extent in the UK, in the first half of the year; but this was simply a return to trend. From the point of view of industry real rates - money rates deflated by factory-gate prices - returned to a level still a little higher than in 1980, though a shade lower than in 1981. In Germany and Japan, once regarded as the world's locomoive economies, real rates are still historically high.

As for the events reported as a world-wide stock market boom, they simply vanish in the historic perspective. The quarterly averages wipe out the fall in values which shortly pre-ceded the rebound; and although the final figure is not smoothed - it is the average almost invisible. In the U.S. and Germany values remain at or near historic lows in real terms: in Britain they remain in the narrow range which has ruled since the markets got the

measure of Mrs Thatcher. Only in Japan have real security values recovered to their level of a decade ago-a performance twice as good as the average of other markets, but only in this context much of a compliment to the world's most dynamic economy.





These long trends do not only put August 1982 into perspective; it will be lucky to get a small footnote in the history books — reading, perhaps: 'Small earthquake in Mexico; few hurt." Or that, at least, is what the banking industry would like to believe.

They also, however, remind us of certain deeper truths which are so familiar that it is easy to overlook them. The inflationary decade we have just suffered has done grave damage to the whole privateenterprise system, as the markets tell us; only those who can run as fast as the Japanese can stay in the same place, and nobody has progressed. The trend of real interest

rates is also instructive. It is not true, except for a brief period in the U.S., that monetarist discipline has raised the real cost of borrowing to historically high levels. On the contrary, the cost of credit is relatively normal in real terms mest industrial countries since the August correction. However, credit remains dear

sion. They will have to fall for some time yet if they are to achieve the real values which have historically made it easy to rebuild liquidity, straighten out balance-sheets, and revive investment.

Second, rates remain high in relation to prospective inflation. The more often it is forecast that inflation will fall, the longer will the revival of bond financing for the private sector be delayed; rates that seem cheap looking backwards are dear looking forwards.

Finally, credit remains expensive in relation to the very poor returns which the private sector has been able to earn on its assets. This compression of margins is a long-term, worldwide trend. and suggests that the kind of financial configuration which would have led to a revival in the 1960s or early 1970s will no longer do the

It is this last fact which explains the recent revival of obsessions familiar in the 1920s with the level of real wages as an explanation for the slump. In the context of one country—especially a country

engineering, the state of the world car industry, the plight of the commodity producers, the talk of dumping and protection are rather more tangible evidence of slump than interest rates which are high in relation to activity, or a Chancellor who talks as if reared exclusively on the works of Montagu Norman -Governor of the Bank of England 1920-1944. They all tell the

same story, though.
Why then have the financial markets not behaved more dramatically? In 1929-31 we had a crash whose echoes can still be heard; this time we have only

The long trends put August 1982 into perspective; it will be lucky to get a small footnote in the history books

which has been losing market share for a century, and which in three very important has an over-valued exchange respects. First, rates are rate—this stress on competitive-abnormally high for a reces—ness may sound like common

> an answer to a worldwide problem, as it is in the IMF's annual report, it is less convincing. As a senior British official sourly remarked: "The IMF's answer is that everyone must become more competitive with everyone

It is these underlying problems, and the suggested answers to them, which provide some of the stronger evidence that we are now engaged not with a cyclical recession, but with some sort of long-cycle skemp.

a whimper, and an ambiguous one at that—an expression of mingled alarm and relief. And perhaps most puzzling, why in such a world should it be financial analysts who talk of slump, hope for recovery?

The possible key to this conundrum lies in the one fact which marks the present cycle as radically different from the one which touched bottom 50 years ago: this is the first inflationary depression in the history of the world. Inflation makes the problem at once more obstinate and less catastrophic. A generation ago it was impossible even to consider an economic revival based on low

The levels of output in steel and ing, and in real terms debts were hard to service even at near-zero interest. That is why President Roosevelt called for champagne at the first news of rising prices-and why American farmers and commodity producers everywhere would now do the same.

In the industrial economies where inflation is still historically high, though subsiding. however, the picture is radically different. Interest rates can indeed fall to low real values. Interest rates can though they have not yet done However, there is a price to

pay: given the constraints of monetary control, the remedy for slump discovered by Keynes will not work in an inflationary environment. On the contrary, governments now think that they can achieve low interest by adopting more deflationary rather than more expansionary fiscal policies. British experience in 1981

suggested that the trade-off in terms of real activity is worthwhile, but not inspiring: a better balance of deflationary policies arrested the collapse of industrial activity, and produced stagnation instead. The continuing rise in unemployment rather than a fall in output.

Here, as with real wages, the IMF is seeking to apply British policies to the whole world; solution can be generalised in tion of the exchange rate.

However, even if a rise in world taxes and a fall in world interest rates: prices were fall- make it possible to address the mented so ambiguously; not yet,

underlying problem which con-cerns financial analysts; the reconstruction of the world's halance sheet. The debt prob-lems of Poland and Mexico, of International Harvester and AEG suggest that the task has been left dangerously late.

The world's debt schedule was allowed to reach its present tottery state because inflation made both lenders and borrowers complacent. Lenders got the best return they could be be return they could be be return they could be return they could be return to the best return they could be return to the second of the best return they could be return to the second to th borrowers relied on inflation to erode the real obligations they had signed. Inflation in this context is a solution rather than a problem: it is an adjustment mechanism by which excessive credit expansion becomes man-

Indeed, the inflation of the 1970s was the adjustment required to make sense of the world-wide refusal to respond to high oil prices by cuiting real incomes: the recycled Oper surpluses were the source of unsustainable credit expansion. and the fiscal squeeze now being mounted would have been more appropriate in 1974. The inflaof the real value it thought it had secured when investing ha

However, as financial markets and interest rates adjust to past inflation, only accelerating inflation can keep the adjust-ment going; and in the end governments were faced with a stark choice between indefinite acceleration-hyper inflationand a determined attempt to reverse the process. It was the stress produced by this reversal which produced the muderously high interest rates we have recently seen.

We can now return to the question with which we opened, in a new form; did the inflationary world of the past decade come to an end last

The question is still wide open. If the shock to confidence of the recent debt crises is as profound as some analysis believe, it did. Borrowing and monetary growth will recede unbidden, activity will remain depressed for several years, but at least debt service costs will become bearable for all sound borrowers, and reconstruction can go on its protracted way, with defaults absorbed in banking profits, and funding achieved when rates are nominally low.

This is not an attractive prospect, but nor is the alternative: for if credit expansion again starts straining at official policy, and rates shoot up again. then debt service costs will become intolerable again, and we brutal and disruptive solution: default.

The reason would be the same as it was in the 1930s, when, for example, 70 per cent of all again, it is not clear that the Latin American bonds defaulted: a depressed economy with this way. Britain, after all, shrinking export earning can-gained mainly through a correct not support a burden of debt shrinking export earnings capwhich is rapidly growing in real terms, as interest is rolled in That is perhaps the outcome interest rates leaves real my banking friend still hoped activity little affected, it may might be avoided when he com-

### Men & Matters

### Nott's landing

Politics is full of surprises. Less than two years ago Defence Secretary John Nott, that most mercurial of British politicians, was being tipped as the next Chancellor of the Exchequer—and after that who knows what? Now he is to retire from politics at the next General Election.

Today, at 50, he is amused by the idea that anyone so chaotic and temperamental as himself could ever have been considered as a future Tory Party leader. He would have liked to be Chancellor, a job which he says he could have done well. But that was the limit of his political ambitions. His decision not to stand for

the Commons again, he claims, was made at the 1979 election when he more than doubled his majority at St Ives. He told Mrs Thatcher last December. She persuaded him to delay the announcement until the spring. Then came the Falklands crisis and, though Nott did offer to resign his post, he could hardly be allowed to go as well as Lord Carrington.

Curiously, in view of his one-time ambition, it was the Treasury which broke him. Nott produced a Defence Review last year to the Prime Minister's liking, a task that had defied his predecessor Francis Pyin. Yet it was when the Treasury

tried to claw back the expenditure in the autumn that he became depressed. The PESC exercise, he says, was one he never wanted to go through again unless the rules were changed to recognise the inevitable long-term nature of defence spending. It was that rather than the Falklands from which he never recovered. There was, perhaps, also a failing of temperament. He lacked the ability, possibly even the desire, to engage in long arguments with Treasury

Ministers. He referred to his monwealth leaders in the past "combative nature," but it was worse than that: he repeatedly seemed to lose his temper. A senior City figure who grew

up with him noted that almost the only worrying factor about Mrs Thatcher's first Govern-ment was Nott's inclusion, precisely because of that "low boil-Still, it is to the City that Nott may turn. He has been talking to the former Tory

Chancellor Lord Barber, whom he once served, though not about a job at Standard Chartered.

Nott says he would like to make a new career in international business and stresses his interest in engineering. If othing turns up, he can fall back on his farm. The choice for the eventual

succession at the Defence Department seems to lie between Peter Walker, who is bored at Agriculture; Michael Heseltine, who is a good organiser and would be acceptable to Treasury Ministers; and, on the outside. George Younger, the Scottish Secretary, who was once a junior defence minister. It all points to a Cabinet re-shuffle after the Falklands White Paper around the end of

### Almost friends

New Zealand's prime minister Robert Mudoon appeared to do a U-turn on his view of the world economy when in London yesterday he joined with the initiative of Shridath Ramphal, General, for a new Bretton Woods conference.

The two have never been the best of friends. At last year's Melbourne "summit" Muldoon was quick to dismiss Ramphal's statement on the need to aid the developing world as "a col-lection of platitudes." Ramphal

notably Idi Amin." Muldoon showed a certain style yesterday by appearing at

lunch with journalists wearing a New Zealand dairy board tie made of casein, which pre-sumably could make a sumably could between-meals snack for a busy

He pushed Ramphal's idea and went on to mention his astorishment at the alignment

Indeed Muldoon appeared to be making a take-over bid for the initiative. Members of his entourage, when quizzed about who had first brought up the possibility of a new Bretton conference, Ramphal had "lifted" speech from one made by Muldoon in New Zealand six

### High flyer

Word from the Euromarket is that another Frenchman, Philippe Marchat is to succeed Andre George, the long-serving treasury and finance director of George's resignation, effective at the end of the year, was made public last month—and the market has been waiting with some eagerness since to see who would get the daunting task of carrying on the EIB's huge borrowing programme.

A tough-talking, bard-bargain-ing banker, the 59-year-old George made his name in helping develop the EIB as the Eurobond market's largest borrower. Last year it raised

Marchat is currently finance director of France's Caisse des Dépôts et Consignations, the central savings bank authority. Now 52, he is a graduate of the elite French training school for civil servants, the Ecole Nationale d'Administration. He replied tartly that he had in the 1950s and spent the next had quarrels with other Com- decade as financial connections.

Congo and Guadeloupe.

His hobbies are aviation and tennis-fitting pursuits for the EIB's financial supremo whose job involves both high flying

### Society scourge

and hard service.

It has taken five years of campaigning for senior civil servant Paul Twyman to get on to the board of the Anglia Building Society. And it is one of life's little ironies that Anglia's merger with the London and South of England Building Society has created the

Twyman's other brush with building society bureaucracy was more immediately successful. That was with the South of England and Goldhawk building societies which combined in 1980 to form London and South

Twyman opposed compensa-tion being paid to outgoing auditors at the time of the merger. The Registrar of Friendly Societies approved compensation but said he would look at the practice more closely in future.

Ironically the managing director of the London and South who defended the compensation payment. Tony closely in future.

pensation payment, Tony Stoughton-Harris, is now chief executive-elect of the Anglia. Speaking of that victory
Twyman says. "They got the
message. Compensation has not
been paid in any merger since."
Incidentally, Anglia reckons
that a director's annual fee in the merged society is likely to be just over £6,000 a year.

### Czech point

Sign outside a restaurant in a Czechoslovak resort: "Please do not insult our walters. They are harder to get than customers.'

Observer

### The best meetings take place

For over a decade, people with a sense of occasion have chosen to rendezvous at the Inn on the Park. Now, we're also glad to say, people with good business sense are choosing the Inn on the Park

for meetings of another kind. Though for much the same reasons. First, and foremost, the Inn on the Park is a luxury hotel. But if you think this makes for an

unbusinesslike venue, think again. Nowhere are there surroundings more likely to make a lasting impression on colleagues and clients. And nowhere is there an atmosphere more conductive to making business a pleasure.

This is made possible by service so thorough, so efficient and so unobtrusive that it leaves the businessman totally free to deal with matters at hand. No matter how big the business. or howsmall the gathering. Then, there is the added incentive of not one but

two world-class restaurants. The Four Seasons which boasts cuisine fit for the palates of the greatest captains of industry. And Lanes, where the whitest collars can loosen

their ties...not to mention their belts. All this, plus two bars and a lounge where even the fastest-moving executives will want to slow down and relax, makes the inn on the Park the perfect setting for business of any kind.

If you would like to find out more about business meetings at the Inn on the Park, simply call Anthony Rivers on 01-499 0888.

where the best people meet.

حكدا مند لأصل

# The many shades of Green

By James Buchan in Bonn

WHO ARE the Greens, the most vigorous new political movement to appear in West Germany for decades? The

Fascists, according to Herr Holger Boerner, the Social Democret Prime Minister of Hesse. "Soviet Trojen horsemen," says Herr Franz Jose Strauss, indomitable head of the right-wing Bavarian Christian Social Union. Early Nazis, says Herr Edmund Stoiber, general secretary of Herr Smauss's Extreme - left-wing radicals, insinuates the Springer

Try again. Chancellor Helman "it is a movement more of protest on every con-ceivable front than a possical Col Muammer Gadaffi. who entertained a group of Greens in Libya last month: "Yours is a movement which does a lot of criticising but has

Greens at federal level.

Whoever the Greens are, the established parties, the Social Democrats and Free Democrats.

Wuerttemberg (5.3 per cent). Leender or a lower level, not Berlin (7.2 per cent). Lower all the Greens are very Green. Saxony (6.7 per cent) and in However, several general points are also represented in countries. less smaller local assemblies. • In Hamburg, a coalition of Greens and local citizens' action the Free Democrats under the 5 per cent required for representation. The GAL is now holding talks with the Social Democrats on tolerating an SPD minority government. If these talks fail, as many GAL members hope, there will be the new elections next-March.

• In Hesse, the local Greens expect to exceed their Hamburg success, extinguish the FDP and force Herr Boerner to come to that 100 local shop stewards political geography of this most



man whose police they have constantly confronted in their campaign against a new runway. at Frankfurt Airport.

(in bad-tempered coalition in Nor are the Federal Greens use, shorter working weeks and Bonn) and the Christian Demo-much help, for although Frau- the turning over of defence crats and Christian Social Kelly and her lieutenants are industries to other manufacture member of the Greens' federal Union of Bavaria (in opposition articulate speakers, general disin Bonn) have been raitled by cussion of world disamment their success and have delved or the dismantling of the great into German demonology to power blocks and the reunificabeat them off.

tion of Germany give no clue that Green voters are more
In the parliamentary terms to the Greens real strength, tolerant of violence against
which many Greens despite.

The federal party was formed people and property than sup- Since October 1979, Greens in early 1980 to fight that year's. or alternatives of some sort or election and caught between other have gained seats in the white hat Schmidt and black parliaments of four our of the hat Strauss, performed dis-

Opinion polls have shown that the bulk of the Green voters are young consider themselves left of the SPD, bitterly oppose the stationing of new intermediate range missiles French in Germany next year, oppose atomic power, distrust the U.S. buik- of Green voters servatives. teachers), civil servants and

We are the anti-party party," his "fastists" cap in hand, called on their members to vote peculiar city. According to a disused police station, He says Fran Petra Kelly the small However, the Greens for them, but also recognises Herr Ernst Hoplitschek, its makes no secret of his radical but combative head of the towed not to work with the that the Green economic prospokesman in the 1981 election, past (including a leading role gramme is weak. At present, it atomic power entered into the consists only of ideas—job group's political thinking quite creation through more environ- late in the day and still seems mental safeguards, lower energy a less vibrant issue than, for -but a major conference with

porters of the other parties.

Most Green like to dispense
with the traditional designations "Left" and Right," and it is of the Szene.
worth remarking that no party Hamburg in Germany has so spanned the traditional spectrum since the National Socialists. Take the

examples of Baden-Wuerttem-

berg and Berlin. non-violence. They draw their groups known as the Green support the peace movement strength from what began as a the formal Left, such as the Alternative List (GAL) drove which mobilised over 400,000 movement of farmers and local DKP, ended up "homeless." people in Bonn in June, residents against an atomic dejected by the SPD's comproreactor at Wyhl, near the border, and, in a province traditionally conservagained a third of their votes and favour German neutrality gained a third of their votes
It can further be added that in the 1980 election from con-

> In Berlin the Alternative List, as it is called is distinctly muticoloured, reflecting an The Hamburg GAL claims older tradition and the peculiar

example, housing. Herr Hoplitschek, now

executive, says that Berlin acti-A poll by the right-wing — the "Prussians," who are Allensbach Institute also claims former or actual Communists of Maoist bent, the "conservatives," consisting of disgruntled Social Democrats and others, "independents," meaning conventional ecologists, vague leftists, anarchists and denizens

Hamburg stands somewhere

between these extremes, for there is a strong "pure Green" movement on such issues as the pollution of the Elbe. Herr Ingo Borsum, 31. describes his fel-In Baden-Wuerttemberg, the low activists as largely "the local Greens are almost pure generation of 1968" who, ecologists and are committed to whether they drifted into the Jusos (the SPD youth wing) or mises or the impotence of the doctrinaire Left. The farmers Baden-Wuerrlemberg and tive with a large CDU majority, the first Green group (founded, significantly by an ex-CDU man who has now, just as significantly, left) provided a new

31, and the parliamentary party Berlin, Lower Saxony and leader of the GAL was briefly Hesse. Herr Martin Jaenicke.

in the Kommunistisches Bund, a non-doctrinaire radical group). The Springer Press has argued that the Left is infiltrating the Greens and alleges that Herr Ebermann and three other GAL deputies are being watched by the German equivalent of MI5, though this is denied.

Perhaps a more typical Green is 43-year-old Frau Thea Bock, who says she came to the group through local citizens' action. She is a gym teacher and lives in Moorburg, a hamlet threat- no more successful than the ened by the SPD's plans to neo-Nazi NDP in the late 1960s, extend the Hamburg port. On her election, she did a handspring, which was considered unserious.

As conditions for tolerating an SPD Government, the GAL wants the Elbe immediately cleaned up, an atomic weaponfree zone, a stop to the port project, better conditions for women, job creation, and a general decentralisation of these conditions will be met." says Herr Borsum wrily, giving the impression that he does not want them met.

Among the Greens or alternatives, there is a strong feeling that German politics is at best trivial and at worst unjust Parliamentary activity should be secondary to direct action, Herr Thomas Ebermann, also says the groups in Hamburg. held last month for occupying one of the dominant figures in living.

the Alternative List, has warned against Green and alternative deputies sending out "an allclear signal" to the bourgeoisie. "We have no illusions that we can realise our policies through parliaments," say the Hesse Greens. Above all, Herr Ebermann's run in with the police was designed as a clear sign to the SPD that neither he certainly nor the GAL probably are going to become socially acceptable, but will go on leav-

of Laender politics. All the talk among the Greens is of "basis democracy." Their deputies are rotated or have to give up a large portion of their parliamentary salaries to keep them from succumbing to the blandishments of power. Herr Ebermann has already rejected the car and chauffeur to which he is entitled.

ing mud in the drawing rooms

Do the Greens have a future? As Greens, only perhaps. Many supporters fear that the movement will be drawn into arrangements with the established parties and will rapidly lose its appeal, no longer able to draw on frustration and boredom with 13 years of coalition rule or the drab leaders of the CDU. If the coalition the Free Democrats collapses or is voted out of power, it could be that the SPD will fall back, graiefully, into opposition start searching for the children it had no time for in government. The Greens may then be which emerged to herald a

summated. At federal level, Frau Kelly may have to fight to maintain the Greens' integrity (vague as it is) against moves from the Laender to open the Green list to the various alternatives at

change in power in Bonn and

disappeared after it was con-

the party congress in November. The great issue among the young now is the protection of the environment, not simply against pollution, but against nuclear war and as part of the youth movement the Greens will increase in strength as the deadline for the new U.S. missiles approaches. Even if this issue recedes, the Greens should survive in some, probably multi-coloured, form until or unless West Germany forms a consensus on something more solid than rising standards of Lombard

# A bonanza for the lawyers

By Richard Lambert in New York

THERE ARE 617,320 lawyers in juries to evaluate such matters America-more than in the rest of the world combined—and they all like to eat lunch. Fortunately for them, the U.S. legal veg. What that can mean for week's move by the Manville Corporation, the world's biggest producer of asbestos products, to file for protection under the federal bankruptcy laws.

Many people have suffered serious injury, even death, as a result of their contact with asbestos. But what the Manville system is incapable of handling tragedy of this magnitudeit is said to be the biggest set of related cases ever—in an equitable and even handed manner. Manville has been brought to

its knees by a flood of lawsuits which, it estimates could cost over 52bn (£1.16bn) to settle. But less than one third of the total costs of each suit is actually being paid to the injured worker, with the rest being soaked up in litigation expenses. One reason is that lawyers are being paid on a contingent fee-basis. Their clients do not have to pay them any money if they fail to collect—but if they do receive an award, they agree to hand over perhaps as much as 40 per cent in fees. People have nothing to lose by suing

in a personal liability case,

because in America defendents

usually have to bear their own

legal expenses even if they are found to be blameless. The idea is that the courtroom door should be kept open to the poor and those of modest means. Worthy stuff—but the practical results can be ridiculous. Andrew Tobias cites some examples in his excellent book on the insurance business, The

Invisible Bankers. There was the student who sued the University of Michigan for \$853,000 for the mental anguish he suffered on receipt of a "D" in German. And the prisoner who sued the sherrif and his guards for not preventing his escape

It was a gamble in which they had nothing to lose and, just possibly, something to gainespecially given the enormous power handed to American

as personal anguish, and to make awards accordingly. Juries know all about contin-

gent fees, and frequently appear system almost guarantees a to allow for them when making regular supply of meat and two an award. It is an arrangement that positively invites lawyers everyone else was highlighted to behave like entrepreneurs. in its most stark form in last and there are numerous reports of asbestos workers being approached out of the blue by and invited to make a claim.

The results can be entirely haphazard. Manville quotes the example of one recent trial in Texas, when five separate juries hearing five different cases were evidence before the same judge in the same courtroom at the same time. Their findings ranged from no liability to punitive awards.
This is one reason why most

sbestos cases in the U.S. are likely to be settled before they get through the courtroom door. Juries can be arbitrary, and lawyers are certainly expensive. There are strong pressures to cases. Of course companies have to take responsibility for the salety of the products they make. But U.S. law is manifestly failing to deliver maximum payments to injured workers at the minimum costs to the companies,

According to a recent Gallup poll for the insurance information institute, over 60 per cent of the U.S. public believe that the fairest way to pay an attorney would be through a fee arrangement other than the prevailing contingent fee practhat the plaintiff should pay at least some of the defendant's legal expenses if the charges are not substantiated.

But there are 617,320 arguments in favour of the status

How much do you think my pelvis is worth?" asks an accident victim in the film The Fortuge Cookie.

"By itself, nothing," replies sharp lawyer. Walter Matthau. "So it's a good thing you came to me. Before we're through with them, we'll have them begging for mercy." "Who's them?"

"That I haven't figured out yet," says Matthau. "But don't go away. I'll think of an angle."

### Letters to the Editor

### Productivity, trade unions, industry and an upturn Mr Scargill's

From the General Secretary, :-General and Municipal Workers' Union

Sir,-What your correspondent from Crawley, whose letter appeared on August 25 suggests is that the outcome to the Government-engineered slump has been an increase in productive efficiency because trade unions have been forced to relinquish what Mr Daly calls restrictive practices." is absolutely no evidence to indicate that such marginal changes as have taken place-have any impact on the overallperformance of the British

British Steel provides us with the clear object lesson on this point. Manning levels and productivity equal to or in excess of those of its competitors, does nothing to save even modern stret plants from dosure and even whole towns from painful economic death. The key element in the equation for greater productivity in industry. is greater overall demand which will allow idle capacity to be used and therefore reduce unit Productivity in the British economy has always risen in times of growth. The one-off gains in productivity from dosures of whole or paris. of companies under the crushing weight of the Thatcherite sledge-hammer do nothing to build the structure on which future growth can emerge. Indeed, as John Elliott pointed out on August 3, so much capacity has been killed off, that should an upturn emerge from monetarist duarmire. Profish industry will not be in a position to take advantage of

People are proud

From Mrs V. Roschlade

The residents of the town

less reputable Sunday papers.

Tethnry is a delightful town.

of their towns

August 23.

industrial stage continue with

These are the fundamental industrial problems which addresses in its newly published document necessary for expansion the problems of investment the power, democratisation corporate decision-making and all are linked inextricably in a whole framework of productive.

of Britain's industrial future under present circumstances suggests that British business ignores them at peril to its very existence. Will the CBI's cries of despair become a resounding demand for Labour's alterna-

David Basnett, Thorne House, Rurley Ridge, Claygate, Esher, Surrey.

From Mr D. Benjamin Sir,-Your front page article on August 24 "British productivity trailing contains a journalistic injustice which badly needs redressing. The text describes how "output per man hour" is 250 per cent higher in America, how the German levels in industry. workers produce twice as much as their British counterparts. While accepting that in certain areas of industry this may be the case, the obvious conclusion which is misguidedly drawn Furthermore, overall competitiveness may well have been from such an article is that the Pinner, Middlesex.

reduced as the major multi. British worker is lazy nationals which dominate our Ironically, those peo

Ironically, those people quickest to draw such a conclusion their corporate strategies of may be those who in many cases actually created the producinvesting in other parts of the' tivity problems in the first place investors and management. "upproductive" British The

> using antiquated machinery and is unable to improve productivity other than by insignificant margins. Longbridge workers in the the late 1970s were stripped of the provision of pride by a public ignorant of men and women their working machines and endemocratisation of vironment. Today having invested in new plant, we are taying them off for being over-

The work force is not blame recovery, alongside a range of the work force is not blame-vital social and political less. That new equipment and reforms, Your paper's analysis automation often meet with hostility on the shop floor is undeniable. If, however, replacement machinery and automation were less of an event and more of a normal working practice as is the case in the U.S. and Germany, these probiems would largely disappear.

Communications between parties must be held as paramount in any "productivity plans" and media more perceptive to the predicament of the manual worker could go a long way in opening communicative channels.

As an example, quoting statistics from an alternative viewpoint such as "output per pound invested," may actually provide a better representation of the reasons for productivity It is rarely we read headlines "British investors and manage-

ment fail to make industry pro-Desmond Benjamin. 9 The Chequers, West End Lane.

(Mrs) Valerie D. Roseblade. 27. New Church Street. Tetbury, Glos.

You can't have your Sir.—I refer to an item in cake and column one of your paper of

From Mr J. Macjariane Sir.—The present clamour for inot "village") of Tethury do not refer to their town as "Tathury" because there is not reflation makes little allowance for what must be the policymaker's most worrying inhibition our country's propensity to import.

"a prodiferation of shops selling souvenits" — "overpriced." souveners" — "overpriced."
"tasteless." or otherwise. This With probably thousands of myth appeared in a targelyothers, I have recently en-countered a tiny but revealing inaccurate article in one of the example. I have been invited to buy a Christmas cake, baked "personally for me" (what and we are pleased that the Prance and Princes of Wales else?), gift-boxed and shipped prepaid—from Texas. An accomhave chosen to live here-and panying list of past interna-tional customers for this deli-cacy shows Canada taking 4,800, 1, New Bond Street, W1. we wish that the Press would either leave us alone, or get

Australia 2,300, West Germany 1.400, and France 953. And the

Out of interest we inquired comparative prices of the two most obvious-and much more world famous-British competitors. Neither had lists readyand all records of last year's

were not to hand. A tiny example. Of rather greater importance would be your recent report that the UK is the healthiest market at this moment for video recordersmainly made in Japan.

This country is not short of buyers so much as sellers. Jobs come from finding and satisfying customers — management's jeb one would have thought. Would the CBI comment? C & K Consulting Group.

From the Executive Director, United Kingdom Petroleum Industry Association

Sir,—On August 27 you reported Mr Arthur Scargill as saying that Britain is importing 8m tons of oil which cost 30 per cent more than it would cost to produce British coal. means more than £2,500m a year could be saved and used to stimulate the economy.

I would make two points. Britain was a net exporter of of almost 15m tonnes. In 1982 net exports are expected to be significantly higher.

Diffident as I am about my arithmetic ability, there is something seriously wrong with money figure attributed to Scargill. At current North Sea crude prices and exchange rate. Sm tonnes of oil has a value of around £1,040m—a 30 per cent of that is £312m. Ian Berwick. UK Petroleum Industry

Association. 9, Kingsway, WC2.

British Telecom charges

From Mr B. Prodhan. Sir.-The New York Tele phone Company has agreed to give its customers the option of buying their telephones, climin charges. Can British telephone users be given the same opportunity? B. Prodhan Strathelyde Business School.

Lighting-up time

130 Rottenrow, Glasgow.

From Mr D. Ilore, Sir.—While regretting that Mr Delen's short holiday has been spoiled by motorists using their lights outside the hours of darkness (August 27) I can only assume that he has not had time to notice the large number of drivers to whom full control of the lighting system means keeping lights switched off when visibility is poor, whether due to fog. rain or dusk, and thereby making driving more

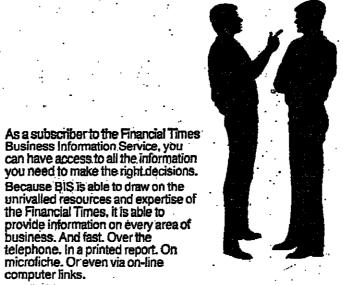
Day running lights are an entirely sensible feature in my view and I have no doubt that they will be universally adopted eventually. I just cannot comprehend why Mr Delens should react so strongly against this particular aspect of the motor-ing scene while apparently ignoring or being oblivious to the positive contribution to road safely which it provides. D. R. Hore: 66 Fouracre Crescent,

Downend, Bristol.

hazardous than it need be.

I'm always needing information - financial statistics, details about competitors, insights into the economy . . . where can I get it all from?

Simple. From the Financial Times Business Information Service.



Information on every aspect of marketing, drawn from a wide variety of international sources.

Facts and figures on all manner of financial and economic topics, from exchange rates and employment statistics .. to export quotas and share prices. · In short, BIS places a complete research department at your command. You

ask the questions. We provide the answers. The cost? It can be as little as £250 a year, exclusively to subscribers, with the average enquiry costing £9.50. A fair price for getting the right information.

To find out how BIS can become your all-purpose source of business information, please return the coupon.

医克拉拉氏试验 医克莱斯氏系统 医多种性 化二甲基苯甲甲基 Your information is our business

the Financial Times, it is able to

telephone. In a printed report. On

Detailed facts about every single

quoted company in the UK and USA.

files on 25,000 prominent personalities.

business. And fast. Over the

microfiche. Or even via on-line

computer links.

BIS is a division of The Financial Times Busine Information Limited, a wholly owned subsidiary of the Financial Times. Through its various divisions - which also include. McCarthy, MRAC, FINTEL and International Business Newsletters-the company is able to provide the business world with a compre range of information services.

Material from the Financial Times library, including

The Marketing Department buse, 10 Cannon Street, LOND ease send me full details about	FT Business Information 110, Bracken ON EC4P4BY, It the Financial Times Business Information
iuse, 10 Cannon Sileei, 115 Abou iase send me full details abou	t the Financial Tomas Business Information
450 3EHP HM	
rvice.	• •
me	
silion	
mpany	··

### Sun Alliance profits slump by £31m midway

SOARING UNDERWRITING income up by less than 5 per insuring Manville's Canadian up from £8,6m to £49,9m—is The severe winter weather in The group also saw under-

Despite a 21 per cent growth in investment income from the long-term profits from £2.8m to £3.2m, pre-tax profits over the period were cut by threequarters from £41.1m to £10.1m.

Even though these was a vary the long-term profits from £2.8m to £2.8m to £2.8m to £3.2m, pre-tax profits over the Bu UK & Seven from £41.1m to £10.1m.

Even though there was a very much lower tax charge of £2.4m. against last year's £17.8m. the profit attributable was cut by two-thirds from £23.2m to £7.7m. Earnings per share fell from Earnings per share fell from 47.1p to 15.6p.

by the group.

General insurance premium income increased by 9.5 per cent over the period from £354.5m to

reported by the Sun Alliance the early months of this year cost the group £16.5m, largely on its householders account, where it is householders account, where it is householders account, where it is the largest insurer in the UK. The group also paid out 110m on the bad weather just December. But the group, like all other UK composites, is suffering from severe competition for UK cominsurance business.

Premium growth in this sector showed a full of 2 per cent and hesides suffering from a rising expense ratio, the group was hit by heavier fire losses. Experience deteriorated in the An unchanged interim divi-dend of 19.5p has been declared by the group.

Lability, engineering and motor accounts, the group being caught up in the keen competition for

motor business.
Underwriting losses in the U.S. over the period from £354.8m to £358.4m, the underlying growth rate being 6.6 per cent.

Business in the UK, the group's main operating territory, shows an underwriting turnround from a profit of £9.1m to a loss of £19.3m to a

is peripheral, arising through

writing losses continue to soar in Canada from £2.2m to £4.5m, unlike most other UK composites where the Canadian losses are being reduced.

Sun Alliance saw some improvement in its automobile business, but this was offset by an increase in large fire losses and a general deterioration in property experience. Remedial measures to Aus-

tralia had considerably reduced losses from workers compensation business, but otherwise conditions remained difficult. Overall losses were reduced significantly from £5,9m to £3,8m. In Europe, results senerally worsened and all major terri-

tories had underwriting losses which overall amounted to 15.9m

### Halftime shortfall at Phoenix

from £13m to £27.3m, and pre-tax profits cut by more than half, rating of the high risks inner from £16.9m to £7.7m, are reported by Phoenix Assurance for the first half of 1982.

per cent rise from £28.7m to £33.5m, while long-term profits rose from £2.4m to £2.8m. Despite a lower tax charge of f2.9m against £7.2m, net profit was also reduced by more than half from £8.4m to £3.2m, the

earnings per share falling from The interim dividend remains unchanged at 7.3p.
Underwriting losses in the UK

and the Republic of Ireland amounted to F13.8m, of which more than £8m arose from the severe winter weather at the peginning of the year and £1.4m from the poor experience in

A profit of £800,000 was earned in the second quarter on the figures But the company's busi-group's important motor account, ness is also affected by the soft but this was still showing losses at the half year stage. The house- and general deteriorating condiholders account; in addition to the weather losses, continues to of Ireland, which are only parti- (0.898p)

City areas has been undertaken. High catastrophe losses in the It's were mainly responsible for Investment income showed a underwriting losses rising from \$45m to \$66m with the operating ratio climbing from 109.8 per

cent to 113.2 per cent. Canada recorded an underwriting surplus in the second quarter, the first for two years. Premium growth was in excess of 20 per-cent and the outlook is more encouraging than for some time. Results in Europe were generally poor, having also been

Assurance are overshadowed by the severe winter weather in the UK early in the year and this is going to dominate the full 1982 commercial market in the UK tions in the U.S. and the Republic

ally offset by an improving trend in Canada. The company cannot be, expected to make up lost ground in the second half of the year. The growth in investment income is likely to decelerate due to lower interest rates and flat cash flow. The figures were much as expected, the slare price finishing 2p higher at 264p to yield 9.1 per cent on an unchanged dividend.

#### Downturn at Elys

weather, particularly in Denmark.

Comment

Comment

The half-time results of Phoenix

Solution of Phoenix

For the six months to July 31, 1982 pre-tax profits of Elys (Wimbledon), the department store operator, fell from £22,455 to £15,311. The net interim divident dend is held at 1p. Last year a total 5.85p was paid when profits

reached £346,000 First half turnover showed an improvement from £3,06m to £3.36m. Tax took £7.962 (£11.677). the attributable balance was £7,349 (£10,778) and earnings per

NOTICE OF REDEMPTION

to the holders of Debentures payable in American Currency of the issue designated

91/4% Sinking Fund Debentures Series BQ due October 1, 1985 (herein called "Debentures") of the

### HYDRO-QUEBEC

PUBLIC NOTICE IS HEREBY GIVEN that the Hydro-Quebec intends to and will redeem for SINK-ING FUND PURPOSES on October 1, 1982 pursuant to the provisions of the Debentures, the following debentures as indicated, of the above-mentioned issue, at 100% of the principal amount plus accrued

						Debe	nture	s bea	ring t	he Pr	efix B(	ે:				
15	742	1385	2734	3572	4452		6234	7125	8019	8844	9664	10692		12469	12380	14240 14259
41	750	7619 1650	2744 2767	3577 3584	446 <del>9</del> 4479	5383 5386	6240 6255	7131 7145	8030 8039	8847 8971	9669 9929	10700 10713	11580 11583		. 13384 13389	14259
44 72	759 762	1664	2775	3596	4430	5390	6260	7158	8045	2973	9935	10721	11604	12491	13392	14278
86	774	1683	2786	3602	4499	5392	6271	7171	8053	8983 8985	9939 9941	10739 10742	11613 11622		13399 13403	1429 <del>1</del> 14299
96 111	778 791	1702 1746	2794 2802	3615 3623	4505 4517	5397 5407	629 <b>3</b>	7184 7189	8070 8079	8987	9943	10749	11635	12505	1341÷	14305
120	794	1765	2807	36.4	4528	5419	6304	7195	8090	2992	9950	10753	11644	12537	13420	14314
132	803	1791	2812	3645	4540	5425 5436	6312 6340	7212	809S 81C5	8995 9000	9954 9956	10766 10773	11656 11661	12544 12557	12429 12477	14328 14338
136 140	816 825	1811 1829	2823 2823	3653 3662	4550 4555	5445	6345	7228 7235	8112	9006	9958	10754	11673	72569	15450	74245
144	836	1268	2941	3673	4567	5462	6352	7243	2123	9017	5965	10797	11680 11695	12578 12591	13461 13477	1435C 14366
162 167	840 847	1893 1902	2950 2854	3680 3691	4530 4586	5471 5487	6360 6365	724 <b>8</b> 7253	8121 8142	9020 9058	9979 9983	10205 10216	11706		13496	14372
176	858	1946	2360	2765	4594	E490	6373	7253 7260	8156	9061	9986	10231	11717	12602	13498 12525	14386 14398
210		· 1955 1962	2875 2883	3714 3726	4603 4614	5500 5503	6392 6391	7271 7279	8168 2179	9069 9072	9989 9991	10839 10845	11729 11737	. 12615 12627	13530	14403
215 226	875 832	1971	2296	3735	4623	5515	6405	7255	812	9080	9993	10860	11749	12638	73534	14415
232	823	1976	2899	3750	4636 4644	5526 5529	6412 6416	7305 7312	8200 8205	9093 9100	10007 1000S	15871 10578	11756 11760	12646 12653	13539 13544	14423 14420
236 241	896 899	1984 1993	2903 2911	3761 3769	4652		£423	7:24	8214	9103	10017	10991	11763	12667	13558	14428
244	902	1995	2916	2774	46∀G	5561	6110	7332	8223 8203	9117 9125	10023 10029	10299 10904	11780 11793	12674 12685	13\$64 13\$ <del>69</del>	14456 14468
247 273	914 921	2002 2010	2920 2925	3732 2796	1684 1690	5573 5573	6452 6465	7345 7339	8207	9132	10025	10915	11805	1_'697	13577	14471
281	927	2021	2935	2810	4694	55%	6471	7368	8312	9139	10043	10930	11319	12702	13589	14484
235	936	2036	2948	3921 3930	4705 4716	5599 5603	6494 6491	7374 7386	2315 8221	915 <del>4</del> 9167	10049 10055	10933 10940	11823 11841	12716 12728	13606 13613	1 <del>11</del> 95 14503
<u>237</u> 300	914 950	2044	2955 2961	3213	4724	5612	6508	7291	8332	9173	10069	10955	11850	12739	13623	14510
302	959.	2072	2970	3243	47.33	5619	6316	7402	2334 2338	912 <del>1</del> 9192	10077 10085	10964 10972	11256 11267	12746 12753	12634 13642	145:9 14542
310 313	967 975	2082 2089	2976 2931	3253 3266	47+3 47 <u>52</u>	5624 5647	6523 6530	7499 7420	2342	9203	10053	10981	11375	12762	13657	14550
323	983	2095	2987	3374	4757	5654	6544	7434	8354	3555	1010+	16993	11284	12774	13663	14561
330	996 993	2104 2115	2993 3G08	3280 3097	4763 4772	5675	6532 6567	7442 7456	8359 8364	9229 9240	10116 10128	11007 11022	11293 11906	12785 12796	13651 13692	14563 14531
338 341	994	2122	3015	7906	4720	5686	€573	7462	2371	9249	10122	11023	11914	12304	13699	14589
350	1003	2130	3026	2921	4903	5694	6594	7471	2232 2228	9253 9261	10141 10158	11036 11050	11931 11941	12816 12927	13706 13711	14599 1480\$
371 281	1010	2141 2153	3024 2046	3934 3943	4312 4334	5703 5711	6602 6610	7424 7491	8:59	9220	10179	11068	11945	12233	13720	14619
383	1032	2164	3055	3950	46 6	5711 5722	E616	7503	8395	9239	10181	11020 11085	11957 119 <del>6</del> 4	12850 12859	13727 13745	14624 14531
337 413	1038 1042	2175 2138	2067 3085	2962 3971	4847 4954	5735 5749	6629 6623	7515 7529	8413 8424	9299 9303	10194 10197	11092	11973	12370	17717	14645
416	1053	2192	3091	2920	4265	5752	6641	7501	2428	9315	10203	11099	11982	12577	12749	14653 14658
422 434	1051 1072	2204 2211	3102	2929 2993	4871 4829	5764 5775	6667 6666	7550 7568	8433 2411	9221 9334	10207 10219	11103 11116	11590 12005	12981 12990	13755 13761	14661
440	1079	2223	3110	1006	4295	5731	£673	7572	8456	9341	10329	11120	12011	12900	13779	14672
446	1088	2236 2244	3122 3135	4015 4022	4904 4913	5793 58C+	6679 6623	7531 7590	8463 8469	9354 9360	10249	11131 11142	12020 12023	12907 12913	13779 13790	14580 14703
455 464	1095 1104	2258	2141	403+	4922	5815	6705	7594	8487	9375	10262	11154	12062	12922	13792	14715
477	1119	2269 2281	3150 2154	4049 4056	4929 4943	5224 5234	6714 6723	7608 7613	8492 850\$	9382 9395	10277 10296	11166 11120	12067 12071	12931 12953	13802 13804	14724 14740
480 503	1128 1136	2294	3161	40E7	45.	5940	6727	7622	2512	9409	10292	11191	12075	12962	17207	14748
507	1143	. 2296	2170	4073 4084	4960 4979	5 <i>961</i> 5870	6. 1	7633 7649	2520 8531	9420 9425	10305 10313	11194	12098 12091	12974 12922	13809 13812	14758 14771
514 521	1160 1171	2308 2319	3121 3205	4097	4986	5273	6755 <b>676</b> +	7660	2539	9436	10323	11210	12103	12995	13814	14783
525	1182	2223	3219	4105	4999	5222 5293	6772 6721	7673 7621	8562 8569	9450 9464	10329	11222 11231	12116 12120	12005 13014	13815 13817	14791 14793
530 534	1188 1192	2336 2349	3 <u>228</u> 3240	4117 4124	5010 5017	5908	6797	7637	858Q	9475	10356	11244	12128	73023	13235	14804
538	1197	2351	3245 3256	41-0	5043	5915	6909 6917	7690	2583 2593	9482 9488	10273	11255 11263	12134	13034 13045	13846 12862	14811 14824
541 546	1203 1217	2364 2371	3262	4149 4152	5052 5061	5928 5938	6225	7706 7718	2611	9493	10392	11270	12169	13056	13266	1483.2
552	1229	2379	3274 3282	4163 4175	5078 5073	5946 5953	6838 6842	7727 7738	2623 2630	9504 9509	10399 10405	11281 11297	12178 12186	13067 13237	13873 13982	14856 148E1
558 561	1237 1256	2294 2403	3282	4137	5024	5964	6854	7719	8636	9515	10418	11303	12199	13245	13592	14855
573	1272	2413	3303	4200	5090	5975 5937	6855 6871	7804 7810	2647 2653	9523 9520	10427	11312 11319	12205	13244 13262	13 <u>996</u> 13962	14268 14275
576 584	1285 1298	2425 2448	3013 3327	4205 4218	5097 5103	5991	6883	7813	8655	9533	18439	11328	12219 12227	13266	14002	14894
587	1207	2450.	3339	4226 4237	5112 5123	€Q04 EQ15	6891 <b>6910</b>	7831 7842	8668 8666	9545 9553	10453 10462	11344 11358	12233 12238	13267 13269	14016 14028	14902 14905
593 608	1324 1326	2457 2460	2348 3257	4246	513B	6023	6917	7855	8710	9558	10473	11362	12262	12270 12292 13295	14033	14910
613	1341	2467	2365	4262 4264	5143	6035 6044	6924 6928	7268 7897	8713 8718	9563 9567	10482 10500	11371 11382	12266 12271	13292	1404 <del>9</del> 14058	1491S 14930
616 625	1365 1370	2474 2485	3377 2358	4275	5152 5173	6055	6943	7905	3721	9571	10505	11395	12279	13392	14065	14955
634	1332	2506	3400	1261	5179	6068	6958 6967	7910 7916	8733 8742	9575 9580	1051\$ 10527	11403 11411	12293 12305	13309 13314	14090 14095	14968 14975
638 645	1388 1395	2512 2518	3407 3418	4_97 +306	5192 5199	6076 6037	6979	7921	8754	9597	10535	11421	12317	12316	14097	14991
650	1407	2527	3435	4317	5202	6090		7932	8759 8768	9594 950b	10547 20562	11472 11474	12324	13321 13320	14105 14109	14995
659 662	1414 1421	2540 2554	2440 3453	4342	527 <b>≑</b> 5226	6121	<del>699</del> 1 7007	7941	8722	9603	10575	11478	12345	13335	14114	
668	1442	2573	3462	4349	5235 5250	6126 6169	7013 7032	7946 7950	2795 8797	9609 9613	10582	11506 11510	12355 12367	13343 13345	14129 14137	
671 678	1453 1458	2589 2592	3470 3481	4354 4363	5256	6174	7045	7954	8806	961g	10599	11513	1.7378	13347	14154	
686	1466	2599	2483	4370· 4381	5258 5267 5279	6178 6136	7050 7064	7961 7965		9641 9644	10604 10615	11516 11534	12383	12348 13352	14165 14170	
694 702	1478	2627 2629	3497 3508	4400	5302	6189	7076	7969	8817	9647	10623	11536	12411	13358	14179	
709	1514	2656	3517 3525	4409 4420	5316 5323	6193 6198	7035 7091	7978 7986	8274 8850	9650 9654	10631 10644	11545 11548	12416 12424	1336 <del>7</del> 13367	14131 14202	
712 725	1521 1528	269B 2710	3624	4426	5342	6204	7104	7994	8828	9656	10659	11548 11553	12437	13367 13370	14213	
730	1544	2715	2548	4435 4440	5371 5373	6210 6222		7998 8005	2830 8836		10671 10684			T2272 13377	14220 14233	
739	1563	2122	لاوون												Taitad	Seator

Debentures to be so redeemed, will become due and payable in such coin or currency of the United States Debentures to be so redeemed, will become due and payable in such coin or currency of the United States of America as at the time of payment is legal tender for public and private debts in said United States of America, at the office of the Paying Agent, Bank of Montreal Trust Company in the Borough of Manhattan City and State of New York, United States of America or at any of the offices of the following Paying Agents: Bank of Montreal (Main Office) in the City of Montreal, Canada, Bank of Montreal in London, England, S. G. Warburg & Co. Limited in London, England, Kredietbank N.V. in Brussels, Belgium, the main offices of Commerchank Aktiengesellschaft and Westdeutsche Landesbank Girorenstal in Dusseldorf Federal Remixlio of Germany, Commerchank Aktiengesellschaft in Vicastation Belgium, the main onces of Commerzianic Aktiengeseinschaft and Westdeitische Landesbank Grozentrale in Dusseldorf. Federal Republic of Germany, Commerzbank Aktiengeseilschaft in Frankfurt, Federal Republic of Germany, Kredietbank S.A., Luxembourgaeoise in Luxembourg. Grand Duchy of Luxembourg and Banque Francaise de Depots et de Titres, Paris, France, upon presentation and surrender of Debentures bearing the above numbers with all coupons maturing after October 1, 1952

From and after October 1, 1982, interest on the debentures to be so redeemed will cease and interest coupons maturing subsequent to that date will be void.

This 31st Day of August 1982.

HYDRO-QUÉBEC Pierre Bolduc, Treasurer

### GRE steady Diploma boosted by good second half after £40m underwriting losses

A MARGINAL decline in both pre-tax profits and the profit available to ordinary share-holders at the half-year stage is reported by Guardian Royal Exchange Assurance, despite a near doubling in underwriting losses over the period from £21.8m to £40.4m.

This was offset by the strong growth in net investment income, which rose one-third from £53.7m to £71.4m, thanks to a 25m of extra income from last year's rights issue. The under-lying growth in investment income adjusted for this rights issue and allowing for exchange rate fluctuations was about 20

There was a slight increase in long-term profits from £4.4m to £4.7m, so that pre-tax profits over the half-year were only 2 per cent down at £35.7m against £36.3m. The tax charge was slightly lower at £13.7m against £14.3m, but preference dividends and minority interests were up from 11m to 21.4m. Thus profits available to ordinary share-holders dropped from £21m to £20 6m. The earnings per share fell from 15.9p to 15.1p.

The interim dividend is increased slightly from 8.75p to 7p covered 1.9 times. Mr Peter Imadale, chief executive of GRE, said that the board had conidered at some length the question of the increase in interim but came to the conclusion that it was inappropriate to overdistribute at the interim stage and the main increase should come at the final payment when the full year's results are

Premium income over the period rose by 7.7 her cent from £425.2m to £479.3m, the underlying growth being 6 per cent. The solvency margin at the end of June was 64 per cent. Underwriting losses in the UK, the main operating territory. leapt from £14m last year to \$20.7m. on premium income up

by just 6 per cent. The severe winter weather cost the group £16m this year, to which should he added the \$5.7m paid out in December last year. But the group is also suffering from the increasing competitiveness on commercial business, where premium growth was nil over the commercial period because the group is not eeking to retain business on i inadequate premiums.

The group U.S. business moved into an underwriting loss during the period recording a deficit of firm against a profit of f17m last year. The operating : ratio was 105.9 per cent, a figure that Mr Dugdale considers satisfactory when compared with the industry average in the U.S.

GRE int 7
Heelamat\* 3.6
Marchwiel int 2.7
Parambe int 9.3

Parkiield Foundriest 0.53 Phoenix Assurance in 0.45 Rea Brothers ...... int 0.45

Notice of withdrawals: 1 month

27:28 Lovat Lane London EC3R BEB

THE TRING HALL USM INDEX 127.7 (+0.6)

Close of business 1/9/82

Tel: 01-638 1591

BASE DATE 10/11/80 100

Deposits of 11-450,000 9.75%

Derek Crouch ..... int

I. J. Dewhirst ..... int Diploma .....

£48.55m And from earnings per 10p hare of 13.8p (10.8p) the divi-

dend is stepped up by 20 per cent to 4.6p (3.8p) net with a final distribution of 3.4p. A divisional analysis of profits

shows: industrial distribution £3.73m (£3.34m); manufacturing and engineering £2.38m (£1.56m): services £192.000 (£422.000). Head office expenses and interest credited £375,000

of Diploma, industrial distribution, manufacturing, enganeering
concern, expanded from £2.45m
to £4.07m and left the full year
figure ahead at £6.68m to June 30
1982, compared with a previous
and £ £ £ 11mtles, both, of which
f5.19m. Turnover for the 12
months rose from £47.24m to
f48.55m.

(£126,000 debit).

The directors say that "pride
of place" in the group's overall
improvement belonged to two
steel companies of the manufacturing division, Henry Whitham
doubled their profits to £1.65m
and £650,000 respectively. doubled their profits to £1.65m and £650,000 respectively.

Caution is necessary, the directors say, however, in assess ing expectations for the corrent year, as most market places con-tinue to be in recession. Although prospects for elec-tronics remain attractive for the medium term, the short term "are not encouraging."

Prospects for further growth on the special steel side is limited through worsening expectations from engineering

Tax charge for the year took \$2.37m (£2.14m), and after minorities, £224,000 (£253,000). minorities, 2224,000 (£233,000), extraordinary credits, £254,000 (£738,000) and dividends of fi.19m, against £978,000, the retained balance was £2,66m, compared with £2,56m, On a current cost basis the pre-tax figure is reduced to £5.58m (£4.75m).

comment

Diploma's directors remain as sceptical as ever about the strengths of the group's underlying markets but the figures belie their caution. After a small setback at the interim

jack second half profits back up to over £4m-way shead of market expectations. The surmarket expectations. The surprise was the strength of the manufacturing side where profits jumped by over 50 per cent. Now the market is tatking in terms of £8m or so for this year on the back of firmer component prices. Texas and Motorola, for example, are both raising list prices this month. A yield of 2.2 per cent and historic dully taxed p/e of 25 at 297p is hardly a giveaway price but that is the sort of rating to expect for electronic component companies and component companies and Diploma is one of the more favoured in the exclusive band

### Year-end profit down at Heelamat

TAXABLE PROFITS of Heelamat Holdings in the year to May
Rail and London Transport, company was in decline, announce.

1, 1982 were substantially which have continued well into ing interim results which fell the current year.

### Advanced from £40.000 to E382.000. While turnover Many of the company's higher advanced from £4.82m.
The directors are recommending mainline or Underground a final net dividend of 3.6p per stations and are almost entirely porters have been wiping egg off their faces. The company out for the year at 5.6n. out for the year at 5.8p.

Tax takes £19,000 (£111,000) and there is an extraordinary It is companies like Heelamat debit of £227,000 (£74,000), that give the USM a bad name. heing goodwill written off. Earn-ings per share of this heel bar operator before extraordinary items are stated at 12.8p (20p restated), and at 6.8p (10p restated) diluted.

comment

that give the USM a bad name. Less than two years ago, the founders sold off nearly half the shares at 82p. Ten months later, the company was asking sharerestated). and at 6.8p (10p holders for fim by way of a of the profit decline is from restated) diluted.

The company says that the fall in pre-tax profits resulted from adverse weather conditions and cent of their entitlement yield is more than 13 per cent.

off their faces. The company says rotten weather and rail volume, but sales have increased by more than 10 per cent in the year. On a per unit basis, sales have slipped by only 2 per cent. Even if all of this came off the bottom line, then about £120,000 of the profit decline is from

### Rea Bros. marginally lower

of quoted distributors.

MARGINALLY lower profits for the six months to June 30 1882 have been produced by Rea Brothers, merchant banker, com-pared with the corresponding half year, according to the directors.

The net interim dividend per 25p share has been effectively raised from 0.4393p to 0.45p. In the last full year an adjusted total of 1.2121p was paid from net profits of £825,000 and the chairman said that the results showed a satisfactory improvement in a difficult economic

### D. Crouch drops sharply to £0.4m: interim held

PROFITS OF Berek Crouch affected the company's sales of dropped sharply at the pre-tax coal, but the introduction of a level from £1.23m to £414,000 for new £1.75m washing plant, due the first half of 1982 despite turn to be commissioned later this over remaining virtually static at month, will upgrade the product £28.77m. compared with £28.12m quality and ensure improved out-previously—the group has lets for the future. interests in opencast mining, earth moving, civil engineering and building construction.

Stated earnings per 20p share fell by 2.68p to 1.68p, but the net interim dividend is being held at 1.63p-a final of 3.42p was paid for 1981 from pre-tax profits of £2.47m.

payment payment

0.35

Nov 26 0/3\* Oct 15 2.8 Jan 5 6.75

0.25 0.53 7.3

3 months 6 months 12 months

Telephone 01-621 12-12-

LADBROKE INDEX

576-581 (+6)

10.00% 10.25% 10.50%

0.88

Jan 5 Oct 15

Oct S Jan 5

line with forecast in prospectus for official listing last March.

Forward Trust

DEPOSIT RATES

Depositors are advised that with effect from September 31st 1982 the following rates will apply to deposit accounts with Forward Trust Limited.

FORWARD TRUST GROUP

A member of Midland Bank Group

For further information upply to: Forward Trust Limited, Deposit Deposit 12 Calchorpe Road, Birmiagham BIS IQL Telephone: 021-454 6141.

M. J. H. Nightingale & Co. Limited

Prices now available on Prestel page 48748.

#### comment

Soaring losses by construction and equipment distribution subsidiaries have left Derek Couch reeling. Fortunately, with the large funding debt for the U.S. venture substantially reduced. Power Inc. was able to swing out In his statement in April, and D. C. Crouch, the chairman, after four years the group as a warned that while it was too awaiting an upturn in energy demand to bring this opencast the year to make a forecast he anticipated a downturn ming operation to life. Overin profits in 1982. However, he added that cash flow was such that the dividend for the year would at least be maintained.

He pointed out that the group intended to concentrate on the statement of the profits of the

### U. U. Textiles trims loss and calls for £0.54m BY CARLA RAPOPORT U.U. Textiles the boubled

garment manufacturer, has announced plans for a one-for-one rights issue at 25p to raise £538,000. At the same time, the company has reported a reduced

in July and is the fourth person to occupy that seat in three years. At the time of his appointment he bought 25 per cent of the company's shares. From a low of 12p earlier in the year, the 25p shares have climbed steadily since Mr Wootliff joined the board. They closed yesterday unchanged at 32p.

The rights issue has been underwritten by African Finance Corporation UK, the British sub-The exceptional iosses suffered last year in France and South Africa were not repeated and ousiness has improved in those countries. Business in Australia is coming right at last, but there is still a struggle in Canada, where the group has lost 30 per cent of its business in real terms.

See Lex

Intended to companies to interest costs suffered on continuous interest costs suffered on tour interest costs suffe

Thet profit and loss statement issued yesetrday shows that turnover fell marginally to £4.08m from £4.17m in the year. Finance costs of £74,000 pushed the £8.000 trading profit into the £66,000 pre-tax loss of £66,000 for the pre-tax loss: Last year's finance year ended last July, against costs were £80,000. Tax took £75,000 previously.

Only £1,000, but a £48,000 extra-The rights issue is the brain ordinary charge (£67,000 last child of Mr S. J. Wootliff, who year) meant that the loss per became chairman of the company share was 3.04p. against 3.43p last year. For the seventh year in a row, no dividend is pro-

Mr Wootliff said yesterday that frading has improved "margin-olls" since the veer end. "We live in uncertain times," said Mr Wootliff, but claimed that the company should be capable of producing a "modest profit" in the current year. The company has been in loss for all out two years since-1975.

### vear 3.85 0.7 Interim Statement Head Middle 1 and 19.5 Jan 5 19.5 — 43 H. Woodward & Sen int 0.5 Oct 15 0.5 — 2.2 Dividends shown pence per share net except where otherwise stated. Equivalent after allowing for scrip issue. † On capital increased by rights and/or acquisition issues. † Using stock. § In ESTIMATED RESULTS TO 30th JUNE 1982

The following are the estimated and unaudited results of the Phoenix group of companies for the six months ended 30th June 1982 with the comparative figures for the corresponding period in 1981. Also shown are the abridged results for the year 1981, for which full accounts including an unqualified auditors' report have been filed with the registrar of companies. 6 months to 30.6.81

Net premiums written: General (fire, accident, marine and aviation) 235.0 219.0 432.2 33.5 31.1 Less expenses not charged to other accounts ... .16.6 27.4p US dollar transactions are converted at the rate of \$1.74 for the 6 months to 30th June 1982

(\$1.94 for the 6 months 1981 and \$1.91 for the year 1981). World-wide general business premiums for the half year have increased by 7.3% in sterling terms, approx-imately 5% after adjustment for currency fluctuations.

Investment income has gone ahead by 16.7% in sterling - approximately 17% in original currencies. The United Kingdom underwriting (ex marine and aviation) is showing a lose at 30th June of £13.8 million of which more than £8.0 million was the extra cost of the unusually severe winter weather. The second quarter's trading saw an intensification in competition with few signs of any rest opportunity for new business in the present economic climate. Against this background a second-quarter profit in the motor account is pleasing. Selective rating increases have been applied to counter the impact of burglary claims in the high-risk urban areas which have contributed to losses on the householders account.

The United States operating ratio was 113.2 compared with 109.8 for the corresponding period of 1981 and 110.7 for the first quarter. The underwriting loss is £6.6 million (1981 £4.5 million). The United States has experienced a high level of catastrophe losses. Measures have been taken to reduce expenses and to encourage selective growth aimed at an improvement in underwriting results.

In Canada premium growth was in excess of 20% and an underwriting profit was earned in the second quarter. The outlook is more encouraging than for some time past.

In Europe also the results have suffered from the winter weather, perticularly in Denmark. Esswhere some Improvement is evident in the profitability of reinsurence acceptances from associated companies world-wide, and of the Continental/Phoenix International Division's important multi-national account; in New Zealand, South Africa and a number of smaller overseas territories the current trading climate is better. LONG-TERM INSURANCE

&-terw presuces Mould-Mide P	as continu	ed to show good grov	with to 30th June.	•
		6 months to 30.6.82 £m	6 months to 30.6.81 £m	Year 1981
Sums assured	•- ••	1,771.3	1,460.9	£m <b>2,964.</b> 0
Annual premiums 7.	·· ··	9.1	10.2 12.6	33.0 27.1
Single premiums	2277	19.0	440	24.0

The directors have declared an interim dividend of 7.3p (1981 7.3p) per share which will be paid on 4th January 1983 to members on the register at the close of buildiness on 28th November 1982. The cost of the dividend is £4.5 million (1981 £4.4 million). 1st September 1982

### Fisons buys Australian business

PHARMACEUTICALS and scien-Fisons is to acquire the medical and equipment distribution boss ness of Watson Victor in Australia and New Zealand from Nicholas Kiwi for EZSm.

This forms part of Fisch's plans to develop its scientific equipment division, which operates in nine

with Fisons' existing Australian subsidiary, Townson & Mercer. The new company, with combined sales of £14m will become the leading supplier of scientific the backing of Moracrest Invest-ments, which had taken a 30 per instruments in Australasia.

enable the merged business to trade more efficiently through the elimination of duplicated systems of distribution, Fisons

In February the company acquired Morgal Scientific (Singapore) Pre

#### MOSS ENGINEERING OFFSHOOTS SOLD

The businesses of Stevens and Bullivant and Automatic Dryers have been sold by Alastair Jones and Tim Brookes, partners in chartered accountants. Peat, Marand Tim Brookes, partners in port a revised £16.7m bid for chartered accountants. Peat, Mar. Minimorete by Pieneer Convocate, Mitcheell and Co. in their capacity as receivers and said. The board is maintaining managers of those companies its rejection of the offer. Both companies were subsidiaries of Moss Engineering Hackaness accepted Pioteer's offer in respect of the Login shares held by Central The purchaser is Birmingham Mackaness beld by Central Box (Holdings) and it is intended which he is chairman aithough to continue the business at its he has not sold the 3,0004,000 present site in Western Road, shares he owns personally.

# Lesney Products offshoot MHL agrees Lifeguard distribution. bought out by management bid worth

BY CHARLES BATCHELOR

said the management team had

cent stake in the company's name

nany's non-executive direc-

down after his decision to sup-port a revised £16.7m bid for

other board members Mr Mackaness to step

Mixconcrete rejects

higher Pioneer offer

Listary Industries, the discust. Pension Fund and Prudential Matchbox Toys operation, ings: and plastic mouldings Assirance.

Subsidiary of toy-makers Lessey. Mr. Perryman deckined to Products, has been bought out reveal the price of the buy-out. Stages of discussions, though it by five members of its manage. Mr. Guy Parsons, the joint is taking slightly longer than we ment.

Lessey Preducts went into Maryick, Mitchell, said it was receivership on Time 11 in the not a large sum, but it was ment within the next couple of shortowings stances."

Shortage and bank boutowings stances."

Which had risen to more than Lessey Industries will continue to employ 57 of the original 93-strong workforce at the past few weeks. They hope to sell Lesney's UK

its factory in Hackney, East They hope to sell Lesney's UK London. The new company will the former company package.

name. Trading in the toy-making Meanwhile, the receivers are division is continuing at a very Moracrest is owned by Midland Combusing negotiations with satisfactory level and the com-ank, which will also provide three groups—two from the U.S. pany is working full-out for the orking rapital 36 the new come and one from Hong Kong—about Christmas trade, Mr Parsons. The product ranges of Watson Bank, which will also provide three groups—two from the U.S. Victor and Townsin & Mercer working rapital is the new come and one from Hong Kong—about are complementary and the pany; British Gas Central the sale of the much larger increased scale of speration will

It first offered 155p for each Mixconcrete share on July 15, putting a £144m value on the company, but on Tuesday amounced it had increased its

offer to 180p per share or £16.7m.

except for Mr James Mackaness, and their financial advisers, Samuel Montagu, are unanimous

in rejecting the increased offer as they consider the asset re-valuation now being completed

will show a figure substantially in excess of the increased offer

The directors of Mixconcrete,

### U.S. expansion by Rugby Portland

and overseas operations as a.

Rugby Portland Cement has Signal Cement Company at a cost of some U.S.\$4m.

Signal was recently formed in confunction with 18nt S.A. to Mountain Cement Company which operates a two kiln, 450,000 tons a year, ecal-fired wet process cement plant in e. U.S.

Signal Cement shares, pre-viously owned by Genral Portland Inc. will be held as to one-third by Rugby and, for the present, two-thirds by Ifint S.A.
Ifint S.A. is an associate of Instituto Finanziario Industriale

by 40.000 shares to 370.000. Carless, Capel and Leonard John T. Leonard, director, has disposed of 49,210 shares reducing his total holding to 928,768 (1.5 per cent). Walker: Alfred Walker: Morgan Grenfell special exempt fund has become interested in 345,000 ordinary shares (19.7 per cent of ordinary shares).

Assurance Company (MHL)

yesterday announced an agreed bid for Lifeguard Assurance

MHL will offer 950p cash for each Lifeguard share it does not

already own. It holds 35,412

shares and 90 per cent of its

ordinary shares are owned by members of the Wates building

Claims payments and expenses also fell—to £6.55m from £9.34m

Lifeguard's shares, which are traded under rule 163(2) were

suspended on Tuesday at 407p.

W. Canning has reached an rereament with Elga Products

which has enabled Elga to buy back Canning's bolding of its

shares. Consideration payable by Elga is £220,000, winch

represents the value of the

Bairstow Eves: R. F. Pridmore, a director, has reduced his holding by 10.000 shares to 650,000. D. James, director, has

reduced his holding by 10,000 shares to 490,000. M. S. Lambert,

director, has reduced his holding by 10,000 shares to 450,000. J. H. W. Pooley.

W. CANNING/

**ELGA PRODUCTS** 

Lifeguard announced a fall in

ued capital

valuing the company at £7.1m.

WARD WHITE GROUP/ HOFHEIMER'S INC.

Ward White Group has to approve the acquisition of Hofheimer's Incorporated was duly passed at the company's extra-ordinary meeting. heen satisfied and the acquisition is therefore complete.

ICFC BACKS TV VENTURE

A new television film production company has been formed by a group of leading television producer/directors with substantial backing from Industrial and Commercial Finance Corporation (ICFC) and other prominent institutions including the Post Office Pension Fund and Basildon

Fund.
Called Linked Ring Television Film Productions the companywhich is capitalised to about £1m —will make films for the fast growing video and cable television markets in the UK and

**BOC INTERNATIONAL** Guardian Industries Corporation has signed a definitive agree-

ment to purchase a reflective glass facility in Michigan from BOC international's Airco Inc. unit for undisclosed terms. The facility is adjacent to

Guardian's float glass manufacturing plant in Michigan.
Guardian also said it has acquired the technology asso-ciated with the production process as part of the agreement.

### ENSECOTE SALE

Ensecote (Holdings) Group of Sheffield has sold Ense-cote Lithgow (formerly James Lithgow UK) of Buckley, Chwyd to the Sakaphen group of companies with headquarte Gladbeck, West Germany. adquarters at The company will be renamed Lithgow Saekaphen and will carry on its business of application of Lithsew and Sakaphen corrosion protection coatings and

FERGUSON

Ferguson Industrial Holdings has sold its 50 per cent share-holding in Glasgow Iron and Steel Co. to the other 50 per cent shareholder, Lithgows (Hold-

ings) for £450,000 cash.

AGB Research has agreed the purchase of a majority interest in a survey research group which is the largest market research organisation in South East Asia.

### FERRANTI

Ferranti has confirmed that the agreement announced last June with Ocean Research Equipment Inc. of Massachusetts has been finalised. Following completion on August 30 1982 Ferranti acquired the assets of Ocean, including its principal subsidiary, ORE Inc. and its 29.9 per cent shareholding in ORE, a UK

ORE Inc makes underwater acoustic equipment. The acquisition strengthens Ferranti interests in the U.S. ORE activity and products will be integrated with Ferranti Offshore Systems, the Aberdeen-based Ferranti subsidiary specialising in offshore work.

CONTROL SECS.

Holders of Control Securities convertible unsecured loan stock have exercised their rights to convert to ordinary shares. This means a further 2.09m shares will be issued.

# Marchwiel boosts profits and lifts payout midway

DESPITE a decline in group ductivity have led to an gains — including a £1.7m non-turnover from £104.29m to improvement in margins. recurring item—of some £7m on £100.45m, pre-tax profits of Marchwiel advanced from advanced from £3.84m to £4.32m in the six months to April 30 1982. How-ever, last year's figure included a non-recurring profit of £1.1m on the sale of an investment. The directors are recom-

shares or 4.85 per cent of the issued capital. mending'a net interim dividend Lifeguard's directors have of 2.7p per 25p share, against last year's half-way payment of recommended acceptance and undertaken to accept in respect of their own holding of more 2.4p. Last year a final of 4.2p was also paid, after pre-tax profits for the 12 months of than 341,000 shares, representing more than 50 per cent of Earnings per share at midway MHL transacts both general

are stated at 7.2p, up from 6.4p previously. Tax took £1.73m (£1.54m). and life business. The whole of its preferred and deferred

Marchwiel's building, civil engineering and public works contracting interests include the Sir Alfred McAlpine & Son companies. Mr A. J. McAlpine. group chairman, says that trading in the UK again had to contend with difficult conditions income in the year ended June 30, 1981 to £8.75m from £9.58m although this had been expected since the company ceased writing new business in 1975. and low prices, but economies and increased

"In general, trading overseas

has been profitable although lesses have been incurred in Portugal where until recently our companies have been successful. Unfortunately the depressed economy there has resulted in late payments which have slowed down our operations," Mr McAlpine says. "Taking into account the

profits now reported for the interim period, the current workload in the United King-dom and overseas and the margins that are being achieved, the board, unless unexpected trading conditions arise, look forward with confidence to the outcome for the full year," the chairman states.

comment

Half-time progress by Marchwiel represented advances in both trading profits and investment income. This reversed the trend

in trading performance. A slim ming of site work forces and more efficient use of plant. though slightly lengthening completion times, has benefited UK margins. The group believes it has made a breakthrough on its overseas business with the Nigerian contract—its first major overseas contract for two years.
This is a project to build field hospitals and a large medical unit for which Balfour Beatty is the main contractor. Though the problems the contract looks financially secure as it is being funded offshore. The setback in Portugal promises to be short lived with payments starting to come through. If the better trend overall is maintained further indicated for the year. However the lack of sparkle in yesterday's figures left the shares slipping 9p from their 1982 high of 138p for a prospective p/e of around 9.

l wi

n th

read

actor



### **Interim Statement**

The unaudited estimated results of Guardian Royal Exchange Assurance plc for the six months ended 30th June 1982 are as follows:

TOT MIC DIE MICHIED CHACA CO.			<b>~</b> -
•	First 6 month 1982	is First 6 months 1981	Year 1981
•	£m	£m	£m
Investment Income	77.0	<b>58.</b> 3	135.5
Less Interest Payable	5.6	4.6	9.8
	71.4	53.7	125.7
Underwriting Results			
Short-term (Fire, Accident			
and Marine)	(40.4)	(21.8)	(48.7)
Long-term	4.7	4.4	12.1
	(35.7)	(17.4)	(36.6)
Profit before taxation	35.7	36.3	89.1
Less Taxation	13.7	14.3	28.8
Profit after taxation	22.0	22.0	60.3
Less Preference dividend and Minority Interests	1.4	1.0	3.1
Profit after taxation available			
to Ordinary shareholders	<b>20.6</b>	· · 21.0	<b>57.2</b>
Ordinary Dividend	11.0	10.6	27.5
Transferred to retained profits	9.6	10.4	29.7
Earnings per Ordinary share			
(after taxation)	<u>13.1</u> p	15.9p	39.5p

(alter taxation)		=	10.1	P	<b>≝</b> P ===	derec	
7)	First	6 months 19		First	6 months 19	81	_
Results by Territories	. <u></u> .	Under-	Invest-		Under-	Invest-	
(before taxation)	Net Premiums_	wntmg Result	ment Income	Net. Premiums	writing Result	ment Income	
	£m	£m	£m	£m	£m	£m	
Australia	24.3	(2.8)	4.0	17.9	(2.8)	2.5	
Canada ·	33.7	(3.9)	5.1	34.6	(3.9)	4.1	
France	8.6	(0.6)	1.I	7.9	(1.5)	1.1	
Germany .	76.1	(2.8)	7.5	70.4	(2.9)	6.5	
South Africa	19.0	(0.2)	1.9	20.5	(0.8)	1.7	
U.K.	197.3	(20.7)	35.5	185.8	(1.4)	23.9	
U.S.A.	33.5	(2.0)	4.4	28.7	1.7	3.4	
Miscellaneous	86.8	(7.4)	11.9	79.4	(10.2)	10.5	
	479.3	(40.4)	71.4	445.2	(21.8)	53.7	

The territorial results are stated after reinsurance protection from group companies including protection under the worldwide stop loss arrangements. The 'Miscellaneous' underwriting result includes this reinsurance in respect of the territories shown below:

, rememan	re m respect or rine	retiimiire silomii pelom	•
		First 6 months 1982	First 6 months 1981
Australia		(0.8)	(3.5)
Canada	•	- (1.3)	(1.7)
South Afr	ica	0.5	(3.2)
Others		(1.1)	0.2
		(2.7)	(8.2)
. 731	- D-4	30th June 1982	30th June 1981
Exchang Australia	e nates .	1.69	1.69
Canada	• .	2.32	2.30
France	•	11.88	11.08
Germany	•	4.29	4.65
South Afr	ice	1.98	1.71
U.S.A.		1.72	1.94
Life New	Business	First 6 months 1982	First 6 months 1981
•		£m	£m
	s Assured .	2,775.1	2,229.0
New Anni	uities per annum	34.9	38.1
New Ann	al Premiums	21.5	20.7
BT C'	la Duniniuma	. 940 .	197

New Single Premiums The effect of exchange rate movements has been to increase net premiums by £8.7m, investment income by £1.7m and the short-term business under writing loss by £1.1m. After allowing for the . effect of exchange rate movements and income from the investment of proceeds of the rights issue in June 1981, the ... underlying growth in investment income was 20%. The underlying growth in premiums was 6%.

Recent short-term business underwriting results have shown an overall improvement on those for the early part of the year, but continue to reflect the extreme competition for business in the territories in which the Group operates. Compared with the first half of 1981 improved overall results have been achieved in all major territories apart from the United Kingdom and

U.S.A. which were affected adversely by losses arising from the severe weather early in

the year. The exceptional losses suffered last year in France and South Africa have not been repeated in 1982, but corrective action elsewhere is not yet fully reflected in the results.

Poor market conditions in the U.S.A. have delayed plans for more rapid expansion in that territory, but from July 1982 there was an increased participation in Guardian National in South Africa.

An interim dividend in respect of the year 1982 will be paid on 5th January 1983 of 7p per share (1981 – 6.75p per share) which, with the tax credit available to eligible shareholders, is equivalent to 10p per share (1981-9.64p per share). This dividend will be paid to holders of

Ordinary shares whose names appear on the register on 3rd December 1982.

Extracted from the Company's full Accounts for the year 1981 which received an unqualified Auditors Report and which have been filed with the

Guardian Royal Exchange Assurance

nam under existing man. Proneer's total holding. Mixconcrete represented	in The 18.3 in yest	company's sl erday to 481	bare price fe p.		and Nazi far shareholders.
Akzonv Registered Office at Arnhem					<b>A</b>
Report for the 1st half year 1982					Akz
Consolidated statement of income	2nd qu 1982	arter 1981	_   _	1st ba 1982	lf year 1981
in Hit million Sales Operating costs excluding depreciation Depreciation	3,591.7 (3,323.9) (133.7)	3,663.4 (3,391.6) (131.2)		7,301.7 (6,776.9) (264.0)	7,196.6 (6,687.6) (254.1)
Operating income	134.1 (72.7)	140.6 (94.7)		260.8 (154.9)	254.9 (182.5)
Operating income less interest Taxes on operating income less interest Equity in earnings of non-gensolidated companies Extraordinary regris	61.4 (13.5) 15.8 1.2	45.9 (20.3) 25.8 [1.8)		105.9 (27.7) 23.5 (3.9)	72.4 (33.5) 46.1 (7.3)
Group income of which minority interest	84.9 (5.8)	<b>49.6</b> [2.7]		97.8 (12.8)	77.7 (1.7)
Net Income	59.1	49.9		85.0	76.0
Net Income per common share of HfI 20, in guilders	1.99 591.9	1.59 591.9		2.87 591.9	2.57 591.9

Sales and results

in spite of a slight drop in sales, net income for the second quarter of 1952 was significantly higher at Hill 59.1 million than the figure

of Hil 25.9 million achieved for the first quarter.

Sales in the first helf of 1982 were fractionally higher than in the corresponding period of 1991; Hil 7.3 billion versus Hil 7.2 billion. Under pressure of the worldwide recession, volume sales fell 5%. below the level of the first half of 1981. This was compensated by a rise in selling prices of approximately 6%.....

Operating income for the first half of 1982 stood at Hil 261 million, or Hill 6 million higher than in the year earlier period. Interest expense was lower mainly because of lower interest charges in Latin America. Equity in earnings of nonconsolidated companies was halved by a decline in the results of Cobaff. the an tire yarn company, and of the methanol producing plants

Net income for the first half of the year increased Hill 9 million to Hifl 85 million.

Shipments of man-made fibers were down substantially compared with the first half of last year, with American Enka particularly

Even so, man-made fiber sales of Enka were up a little, due to the fact that lower shipments were compensated by higher selling prices. Enka reported some improvement in results for its manmede fibers, attributable in part to a more efficient cost structure. However, with some activities still producing losses, the returns from its fiber operations are still far from satisfactory. American Enka turned in a substantial loss for the first half of 1982.

For chemical products, shipments in the first half of 1982 were likewise distinctly lower than last year. The squeeze on results for a number of Akzo Zout Chemie's commodity chemicals incres so that the loss situation of some products, including vinyl chloride monomer, was aggravated in the second quarter of 1982. Income from specialty chemicals was also down from the figure for the first In the face of an adverse business climate, volume sales of coatings were maintained at the level of the first half of 1981, with income continuing satisfactory. Pharmaceuticals achieved a further improvement in sales and

income, one factor being the success of new products. Consumer products recorded higher sales, partly attributable to an acquisition. Operating income was lower, a contributory cause to this decline was the high cost of launching new products. Lower earnings for miscellaneous products compared with the previous year were caused by the Akcona divisions Brand-Rex, preducers of electrical and electronic connector components and

Capital expenditures

systems, and Armira, producers of leather.

Expenditures for property, plant and equipment in the first half of 4982 totaled Hfl 340 million, against Hfl 300 million in the corresponding period of 1981.

The condensed consolidated balance sheet at June 30, 1982 printed below shows that Group equity increased Hfl 124 million in the first half of 1982.

The number of employees fell by 1,500 in the first half of 1982 to 76.300; this decline is largely attributable to the implementation of rationalization and restructuring measures at Enka (British

The Board of Management

82.72

Amhem, August 1982

The breakdown of sales and operating income by product group is as follows (in Hil million):

	eret out of the		Sales					Operating is		
		2nd c .1982	auarier 1981	: 1st hi 1982	eif yeer 1981	. '	2nd at 1982	uarter 1981	1st hai 1982	fyear 1981
man-made fibers chemical products costings, pharmaceuticals consumer products mageilleneous products		1,133: 885 421 398 275 529	1,226 965 404 377 259 481	2,304 1,945 793 796 531 1,035	2,354 2,006 760 749 491 934		20 (3) 35 58 11	2 23 41 38 18 25	25 36 48 111 21 34	(5) 69 53 75 28 46
Intra-Group deliveri		3,642 (50)	3,712 (48)	7,404 (102)	7,294 (97)		138 (4)	147 (6)	275 - (14)	268 (11)
total		3,592	3.664	7,302	7,197		134	141	261	255

Consolidated balance sheet (condensed)			. :	<u>.</u>
Property pisht and equipment	June 30, Dec. 31, 1982 1981 3,896 3,673	Akzo N.W. stockholders' equity Minority interest in Group equity	June 30, 1962 2,546 434	Dec. 31, 1981 2,449 407
Investments in nonconsolidated companies and other noncurrent essets Inventories	2,829 2,633	Group equity	2,980 1,352 2,879 3,545	2,858 1,335 2,790 3,215
Total assets	10,758 10,196	Total Group equity and liabilities	10.756	10,196

The principles of consolidation, valuation and determination of income are the same as used in preparing the 1981 financial statements. The positive inventory valuation differences arisen in the first half year of 1982, which where only modest compared with last year, will not be distributed over the whole year but are fully included in the results.

Stockholders' equity per common share

Occides of this report may be obtained from the London Paying Agent Barclays Bank Limited, Securities Services Department

54, Lomberd Street, London EC3P 3 AH.

LONDON TRADED OPTIONS

September 1 Total Contracts 1,768 Calla 1875 Putt 203 Oct. Jan. April

**FEDERAL NATIONAL** MORTGAGE ASSOCIATION

### \$1,000,000,000 10.75% Debentures

Dated September 10, 1982 Due March 10, 1983 Series SM-1983-S Cusip No. 313586 MLO Non-Callable

**Price 100%** 

### \$500,000,000 13.25% Debentures

Dated September 10, 1982 Due September 10, 1986 Series SM-1986-K Cusip No. 313586 MM 8 Non-Callable

**Price 100%** 

The debentures are the obligations of the Federal National Mortgage Association, a corporation organized and existing under the laws of the United States, and are issued under the authority contained in Section 304(b) of the Federal National Mortgage Association Charter Act (12 U.S.C. 1716 et seq.).

This offering is made by the Federal National Mortgage Association through its Senior Vice President-Finance and Treasurer with the assistance of a nationwide Selling Group of recognized dealers in securities.

Debentures will be available in Book-Entry form only. There will be no definitive securities offered.

John J. Meehan Senior Vice President-Finance and Treasurer

filed with the Registrar of Companies.

Long-term Insurance Profits .......

Premium Income-General Insurance .......

Underwriting Result-General Insurance .......

Investment Income .....

PROFIT BEFORE TAXATION .....

PROFIT AFTER TAXATION .....

Minority Interests .....

PROFIT ATTRIBUTABLE TO SHAREHOLDERS

EARNINGS PER SHARE .....

United Kingdom and Ireland ......

Europe .....

Other Overseas .....

Marine and Aviation (worldwide) ...

UNDERWRITING RESULTS

some improvement.

Australia

TERRITORIAL ANALYSIS OF GENERAL INSURANCE RESULTS

UNDERWRITING RESULTS
General business premium income increased by 9.5%. Excluding the effect of changes in exchange rates the increase was 6.6%. The United Kingdom result reflects the extreme weather losses in January, estimated to have cost in total £16.5m net of reinsurance, largely in the Householders' Account, much heavier fire losses and intense competition for commercial property business. Experience in the liability, motor and engineering accounts also described to the commercial property described to the commercial

in Europe results generally worsened and all major territories

produced underwriting losses.

The United States result for the half-year has been seriously affected by the need to provide further reserves of £5.6m for claims against medical practitioners.

In Canada there was an increase in large fire losses and property experience deteriorated generally; automobile results showed

Remedial measures in Australia have considerably reduced losses

from workers' compensation business but otherwise conditions

The significantly increased reinsurance loss reflects adverse

trends throughout the world. In view of some deterioration

Marine and Aviation experience provision for a modest transfer to the Marine Fund has been made.

Ailen C. Seli Director of the Fiscal Office

**SUN ALLIANCE** 

**INSURANCE GROUP** 

6 months to

23.3 0.1

47.1p

Premium Underwriting

(8.6)

allowing for changes in exchange rates, was 18.4%.

Investment income increased by 21.0%. The underlying growth,

The Directors have declared an interim dividend for 1982 of 19.5p per share (1981-19.5p), costing £9.6m. The dividend will be paid on 5th January, 1983 to shareholders registered on

6 months to

642.5

10.2

12.3

New Life and Annuity Business (Home and Overseas):

746.5

8.8

11.9

30th June 1982 30th June 1981

6 months to

£m 178.4 42.8 34.6

14.3

15.7

30.0

354.8

LONG-TERM INSURANCE

Sums Assured ......

Annuities per Annum

Annual Premiums ...

Single Premiums ...

1st September 1982

INVESTMENT INCOME

INTERIM STATEMENT

The estimated and unaudited results for the 6 months ended 30th June, 1982 are set out below with the comparative figures for 1981.

The results for the year 1981 are an abridged version of the full accounts which received an unqualified auditors' report and have been

(5.9) (8.6)

(49.9)

388.4

6 months to

100 Wall Street, New York, N.Y. 10005

This announcement appears as a matter of record only.

MINING NEWS Companies and Markets

### MIM Holdings loss is cushioned by tax credit

BY KENNETH MARSTON, MINING EDITOR

HAVING RUN into the red in the first quarter of the year to June 30 Australia's second largest quoted company, the MIM Holdings base metal mining group, reports a consolidated net loss for the full 12 months of

This figure includes an extra-ordinary loss of ASS.04m arising from adverse currency move-ments. The latest result com-pares with a net profit of A\$1064m in the previous year.

As forecast at the time of the one-for-eight rights issue earlier this year, the group is paying a final dividend of 3 cents (1.7p) on the increased capital following the interim of 2 cents. The total distribution for the year takes A\$24m compared with A\$67m for the total of 15 cents paid for 1980-81.

At the pre-tax level losses for the past year ran at AS1m in the first 12 weeks, A\$5.8m in the second 12 weeks; A\$18.3m in the subsequent 16 weeks; and eased to A\$5.3m in the final 12 weeks. The total of A\$28.4m, however, was largely offset by tax recoup-ments of A\$24.1m to leave a net loss of A\$4.3m before the extraordinary debit.

In all, this is a better than expected result against the background of depressed metal prices —notably of copper—higher wage costs, royalties levied on mine production irrespective of profitability plus increased interest on borrowings and the exchange losses incurred on repayments of those made

half the difference between the book value and the current cost

MIM points out that it has backed its confidence in the future of the mining business by

Year 1981

703.6

(36.8)

101.1

84.8p

(163) (6.8) (4.9)

(36.8)

Year, 1981

1,277.3

25.2

Premium Underwriting

£m 342.7 79.6 70.6 29.7

34.8 49.0

63.3

703.6

#### **BOARD MEETINGS**

The following companies have noti-
fied dates of board meetings to the
Stock Exchange. Such mestings are
usually held for the purpose of con-
sidering dividends. Official indications
are not available as to whether the
dividends are interiors or finals and
the sub-divisions shown below are
hand mainly on less war's amerable

General Mining Union Corporation, Morgan Crucible, Moss Bros. J. N. Nichols (Vimto), Jumer and Newsli. Finals—British Dectric Traction.

Bestobell ...... Brent Chemicals Intal. ....... (William)

FUTURE DATES

raising capital expenditure in the past year to a record A\$503m of which some AS314m has gone to projects in Australia and the remaining AS188m has been used to raise the holding in the U.S. Asarco metal group to 20.9 per cent from 2 per cent.

It is stated that with the pur-

term prospects despite the present economic situation. This acquisition has been at a price far below the present cost of establishing those assets."

Asarco holds some 44 per cent of MIM and both companies are well placed to enjoy the fruits of the eventual recovery in the world economy. Meanwhile, the

chase of the stake in Asarco, "MIM has acquired a major holding in one of the world's leading philosophical view of the l mining and mineral processing results from MIM and the si companies with excellent long hardened to 184p yesterday.

London sharemarket took a philosophical view of the latest results from MIM and the shares

### Cornish tin dredging operation planned

A SCHEME to carry out a tin in the Camborne area.
dredging operation in the shallow

Marine Mining plans t

Marine Mining (Cornwall), ning committee yesterday in backed by U.S. money, aims to effect signalled the go-ahead for

assets amounts to a net A\$246.6m waters of St Ives Bay off the waters of St Ives Bay off the silt and sand, pump it ashore which represents approximately half the difference between the book value and the current cost book value and the current cost Bodmin.

Waters of St Ives Bay off the silt and sand, pump it ashore by pipeline and there extract the tin metal.

Bodmin. Marine Mining plans to lift the

dredge some 500,000 tonnes of the company to start the opera-tin-bearing sand in the area. tion early next year by giving The tin content has been washed a 30-year planning approval for down over the centuries by the the erection of a series of build-Red River from the tin workings ings by the sea at Hayle.

### Robeco plans London listing for Rorento

Europe's largest at net asset value minus a fee independent investment group, for operational expenses. Net announced plans in Rotterdam assets of Rorento grew by 12.5

trust, was set up in 1974 and over 17m. Two of the other is now worth around £640m. group's trusts, Rebeco and Nearly half of the trust is Rolinco, both of which are Nearly half of the trust is Rolinco, both of which are invested in U.S. bonds and 15 invested in equities, are already per cent in the UK. The group quoted on the London Stock still favours the U.S. bond Exchange. Together, the trusts market in preference to the UK are worth about £1.32bn. as it believes "there is more About 5 per cent of the £2bn potential in the U.S."

About 5 per cent of the £2bn Rebeco group is held by UK

Shares in Rorento are valued investors.

to get a London listing for per cent in the year to February Rorento at the end of this 28, 1982 to Fi2,452m (£522m). month. The number of shares outstand-Rorento, a Curacao based ing fell by about 520,000 to just

#### Public Works Loan Board rates Effective September 2

	Quon	HOETIE	repaics - et	well-dhors	IOSTIS	A" rapa:
Years .	by EIP†	A‡	maturity§	by EIPt	A‡	meturity
-Up to 5	103	107	111	114	117	113
Over 5, up to 6	10ž	11	11}	11	11 <del>}</del>	12
Over 6, up to 7	11	· 11	Щ	11 <del>ē</del>	112	121
Over 7, up to 8	11 <del>1</del>	111	. 11 <del>3</del>	111	114	· 12
Over 8, up to 9	111 -	·11}	111	111	111	124
Over 9, up to 10	111	111	114	11 <del>1</del>	117	121
Over 10, up to 15	11 <b>‡</b>	112	117	12 į	12 i	12
Over 15, up to 25	11 <u>%</u>	117	11 <del>1</del>	124	121	
Over 25	112	111	113	12 <del>]</del>	12}	

\*Non-quota loans B are 1 per cent higher in each case than non-quota loans A. † Equal instalments of principal. ‡ Repayment by half-yearly annuity (fixed equal half-yearly payments to include principal and interest). § With half-yearly payments of interest only.

### **EUROPEAN OPTIONS EXCHANGE**

Nov. Feb. May
Vol. Last Vol. Last Stock

		7011		100		¥01.	CHAR	STOCK
GOLD C	8300:	2	114	_	i	i		\$405,75
GOLDC	\$325			10	105	! =	! =	1
GOLD C	\$350	26	68	_	-	-	l –	l m
GOLD C	\$375	_1	50 B	10	67	22	75	
GOLD C	\$400; \$425;	57 35	20 20	i –	! - :	-	<b>-</b>	,,,
GOLD P	8300:	50	-20		i	_	i · —	••
GOLD P	\$325	112	ं दें	_	ļ I i	_	i :=	ļ "'
GOLD P GOLD P GOLD P	8350	10	. 7	. 1	13	. =	_	. ",
GOLD P	8375	_6.	. 14 i	_6	18 27	, 20	22	
GOLD P	\$400 \$425	24 10	! 23 35	.15	27	_	-	, ,
		TO	35 1	`	r – 1	_	i	1 ,,
1844 MF	81 87-91							
·ç	F,110 F.115	40	4.30 B	_	! ~ 1		۱ –	(F.114.50
.P	F.115 F.112,50	20	1.30	_	i=_	-	i –	1
. 5	F115		2	5	1,30 B	500	7 200	, ,,
10% NL	80 85-95	. •		-	, – ,	Juo	3.30	' yı
						-		
C	F.100;	60	4.40	_	1 1	_	_	F.104,40
114 NL								•
G	F.102,50 F.105 F.105	15	2.80	_	1		ı <b>–</b>	F.104,80
Č	F.105	315	1.10	102	1.90	_	_	7.207.00
P		· <del>-</del> -	1 — 1	50	1.80	-	_	i ;;
10 NL 8	86-89							
P	F,102,50	<u> </u>	!	2	2.70		-	E 100 TO
	82 86-89		'	- ,		- I	_	F.100,30
							٠.	
C	F.102,50	20	0.60	_	<b>-</b> 1	. <del>-</del> 1		F,101.70
ļ ·	٠.	C	ict.		Jan.		Ápril	
ABN C	F.240	6 .	6 !	_	'	15 ;		F,241
ABN C	F,240 F,260	]	_ <del>_</del>	20	3	40	5,50	
AKZO C	E 02 EU.	10	2.70		l . <u></u>	_ 1		F.25"
AKZO C AKZO C	F.85	30	0.30	48	1.80	- I	. =	, ,
AKZO C		30 15	0.20	9	0.80,	. <b>24</b> j	1,80	,,
AMRO C	F.30 F.40 F.45	- 1	_ :	_	; = 1	18	27.0	F,38.20
AMRO P	F.45	10	7	<b>-</b> ·	! — I	્ = ∣		
HEIN C	FAU	. 20	18,20 B		i _ = 1	· 🚐 🛚		f.68.30
HEIN C		10	8.20 B	30	9.50	20	9,30	
HEIN C	F.65 F.70	15 64 165	2 1	- 38	2.50		_	- m ·
HEIN P	F.69.	14 :	1.20	=		_ 1	_ =	71 .
HEIN P	E 7U.	107	5.50	· <b>—</b>	i — 1	· i		
IBM C	\$65 \$65	6	618	10	-	<b>–</b> i		870 is
		:	<del>-</del> .	TO.	! 2		_	
KIM C	F.80	60   239	13,20 B	15	;	- 1	_	F.93.50
KLM C	F.90 F.100	133	2 :	34	8 B.	]	_	
KLMP	E BO:	68	0.50	34 17	2 !	!	=	
KLM P	F.100	68 73	2,50	_	i	- 1	. –	
NEDL C	F.100:	14	3.80 0.80	_ :	!	10	9	F.92
NEDL P	F,100	_ 1	•	<u> </u>	!	16 17	4	-
I NEDL P	F,110	17	.11,30		1			••
NATN C	F.110 F.118	31 12	2.50 A	31.	2,60		· =	F.115
NATH C	F-120 F-20	18:4	0.40	!	} <del></del> }	{	. 🗕	
PHILC	F_22 FO	10	2.80 B	Ξ.	-=	[	_	F.25.10
PHILC	F.22,50 F.25	328	0,80	. 72.	1,30	32	1.90	**
PHIL C.	F.27,50 F.25			58	0.60	_		"
PHILP	F.25	60	0.50	-	i . — }	.304	1.80 A	
PHIL P	F.277.50(	55	2,50	. —		- 1	· <u>-</u>	[ " ]
脱り	F.70	10	19.50 B	= .	1	1	-	F.68.40
RDC.	F,80	24 73	9,60	20 32	9.50 B	<u>-</u> !	<del>_</del> _ 1	
RD C	F.90 F.100	75	0.50	32 9	\$.10	14	4.50	·
PD 8	5 64;	10	0.50	!	.0'80	_		l ⊪ .
RD P	F.90	.95	1,10	- 21	6,50	_ 1	[	
UNILC	F.80 F.90 F.150	13 i	10	5	10.50	· - 1	∵ ⊒. I	F.159,80
UNILC	1.160	71	5.20	46	4	<u>- 1</u>	— i	11240,00
UNIL P UNIL P	F 140°	10	0.20	- <del>[</del> ]	- !	- 1	_ !	"
UNILP	F.150 F.160	25	0,60 3,50	15	2.50	1	[	,,
	L-140L		·	- 1	- 1	· 🗕 i	- 1	·n
TOTAL 1/2								

### UK ECONOMIC INDICATORS

ECONOMIC ACTIVITY—Indices of industrial production, manufacturing output (1975=100); engineering orders (1975=100); retail sales volume (1978=100); retail sales value (1978=100); registered unemployment (excluding school leavers) and unfilled vacancies (000s). All seasonally adjusted.

Indl. Mfg. Eng. Retail Retail Unemployment (excluding school leavers) and unfilled vacancies (000s).

prod	output	order.	vol.	.value*	bjo?.eg	Vack
•	_		_			
99.4	89.4	90	104.7	134.5		8
100.3	90.1	163	105.5	139.1	2,641	. 94
100.6	89.9	90	105.4	168.5		104
100.2	<b>89.4</b>	92	106.6		. 2,817	12
100.9	89.1		106.1	<b>145.4</b>	2,878	· 1#4
99.8	88.5	83	107.0	143.9	2.812	112
100.3	89.8	99	196.1	137.6	2,818	11:
		93	106.6	142.3	2,822	11.
			105.9	146.1	2.850	170
			105.8	145.4	2.872	10
			106.6	144.8		103
10010					2.926	IJ,
				·	2,987	113
	99.4 100.3 100.6 100.2 100.9	99.4 89.4 100.3 90.1 100.6 89.9 100.2 89.4 100.9 89.1 99.8 88.5 100.3 89.8 100.6 89.8 101.1 89.3 101.5 89.7	99.4 89.4 90 100.3 90.1 163 100.6 89.9 90 100.2 89.4 92 100.9 89.1 99.8 88.5 83 100.3 89.8 99 100.6 89.8 93 101.1 89.3 94 101.5 89.7 93	99.4 89.4 90 104.7 100.3 90.1 163 105.5 109.6 89.9 90 105.4 100.2 89.4 92 106.6 100.9 89.1 106.1 99.8 88.5 83 107.0 100.3 89.8 99 196.1 100.6 89.8 93 106.6 101.1 89.3 94 105.9 101.5 89.7 93 105.8 100.0 88.2 106.6 107.9	99.4 89.4 90 104.7 134.5 100.3 90.1 163 105.5 139.1 100.6 89.9 90 105.4 168.5 100.2 89.4 92 106.6 141.3 100.9 89.1 106.1 145.4 99.8 88.5 83 107.0 142.9 100.3 89.8 99 106.1 137.6 100.6 89.8 93 106.6 142.3 101.1 89.3 94 105.9 146.1 101.5 89.7 93 105.6 144.8 106.0 88.2 106.6 144.8	98.4         89.4         90         104.7         134.5         2.482           100.3         90.1         163         105.5         139.1         2.641           100.6         89.9         90         105.4         168.5         2,752           100.2         89.4         92         106.6         141.3         2,817           100.9         89.1         106.1         145.4         2,878           99.8         88.5         83         107.0         143.4         2,812           100.3         89.8         99         106.1         137.6         2,818           100.6         89.8         93         106.6         142.3         2,822           101.1         89.3         94         105.9         146.1         2,850           101.5         89.7         93         105.8         145.4         2,872           100.0         88.2         106.6         144.8         2,911           107.9         2,926

OUTPUT-By market sector; consumer goods, investment goods, intermediate goods (materials and fuels); engineering output, metal manufacture, textiles, leather and clothing (1975=100); housing starts (000s, monthly average).

1	Consumer goods	Invst. goods	Intmd. goods	Eng. output	Metal mnig.	Textile etc.	House Starts
1981 3rd qtr. 4th qtr.	93.8 93.4	89.9 89.9	118.8 121.5	86.7 86.2	77.8 82.3	75.5 75.4	14.2 11.6
December 1982	r 93.0	90.0	120.0	86.0	81.0	75.0	
ist qtr.	92.6	91.1	119.5	86.4	81.0	74.4	14.6
2nd qtr.	92.4	91.4	120.1	86.0	77.6	72.2	17.3
January	91.0	90.0	120.0	85.0	81.0	75.0	11.4
February		91.0	119.0	87.0	84.0	75.0	15.2
March	93.0	92.0	120.0	87.0	78.0	73.0	17.5
April	92.0	91.0	121.0	<b>86.</b> 0	81.0	74.0	17.3
May	94.0	91.0	121.0	87.0	80.0	73.0	17.5
June	91.0	92.0	118.0	86.0	71.0	70.0	· 17.1

EXTERNAL TRADE—Indices of export and import volume (1975=100); visible balance; current balance (£m); oil balance f£m); terms of trade (1975=100); exchange reserves.

Export Import Visible Current Oil Terms Resv.

•					Chitchi	OH -	Terms	. resv.
J		volume	volume	balance	balance	balance	trade -	US\$bn*
ì	1981				_			
П	4th qtr.	132.0	125.7	+490	+1.365	+698	99.2.	23.35
	September	129.8	126.9	+ 58	+271	+291	97.9	23.70
H	October	136.0	121.0	+402	+694	+ 74	97.9	23.32
l	November	130.1	135.5	-227	+ 65	+205	99.5	23.45
ľ	Décember	130.0	120.6	+315	+606	+419	100.1	23.35
Ц	1982							
ı	1st atr.	125.3	1 <b>22.</b> 7	+ 356	<b>+</b> -685	+707°	10L4	18.97
H	2nd qtr.	. 131.5	130.6	+102.	+552	+923	101.0	17.78
I	January	119.0	123.2	-103	+ 7	<b>+187</b>	101.6	23,23
ı	February	124.3	120.2	+188	+298	+289	106.9	23.37
1	March	132.7	124,8	+271	+380	+231	101.6	18.97
ı	April -	<b>134.6</b>	129.4	+224	-374	+419	101.0	18.16
Н	May	132.9	135.6	-115	+ 35	+327	100.7	17.83
ı	June	127.1	126.1	- 7	+143	+177	101.3	17.79
	July	125.7	124.0	+166	+316	+401	100.5	17.94

1:

3500.

 $G_{n} \succeq a$ 

3"

•

1371 14

100

**C**%\*\*\*\*\*

Arres

...

, , , c

e1;...

P2 -

g; 3 ...

C32- -\$5. . .

6.6 P-31

FINANCIAL—Money supply M1 and sterling M3, bank advances in sterling to the private sector (three months growth at annual rate); domestic credit expansion (£m); building societies net inflow; HP, new credit; all seasonally adjusted. Minimum

ate (end	period)		conomati?	ė aj asie	2011	шш
		Bank				• .
М1	M3	advance	s DCE	BS	HP	MLN
%	%	96	£m	inflow	lending	%
	17.3	6.5	+4.036	1.163	1.984	<b>13</b>
8.I	18.1	29.7	+6.031		2.057	
			+2.365			· <u></u>
- 4.7	20.2	24.0	+1.425			
7.6			460			· <u>-</u>
-19						
			. 200			. ===
			+2 194	967	2 157	
2.1	8.2	26.2	-4 586		-,	
	-		+ 857		ec E	•
8.0	69	17.1			506	•
			11 006		704	٠.
			T1,000			
			A 1'040			·-
						•
			+1,253		749	
14.2	11.2	29.7	+1,357	699		٠.,
	M1 % 23.1 8.1	M1 M3 % % % % % % % % % % % % % % % % % %	M1 M3 advance % % % % % % % % % % % % % % % % % % %	ate (end period).  Bank M1 M3 edvances DCE % % £m  23.1 17.3 6.5 +4,636 8.1 18.1 29.7 +6,031 +2,365 -4.7 20.2 24.0 +1,425 7.6 17.3 20.4 + 460 + 480  2.1 8.2 26.2 +4,586 + 857 8.0 6.9 17.1 +1,131 2.7 7.2 24.5 +1,206 -3.3 4.8 26.1 +1,648 -0.5 9.5 26.8 +1,685 10.7 10.3 25.8 +1,253	ate (end period).  Bank M1 M3 advances DCE BS % % £m inflow  23.1 17.3 6.5 +4,636 1,163 8.1 18.1 29.7 +6,031 868 +2,365 422 -4.7 20.2 24.0 +1,425 154 7.6 17.3 20.4 +460 65 +480 263  +3,194 967 2.1 8.2 26.2 +4,586 1,344 2.7 7.2 24.5 +1,266 264 -3.3 4.8 26.1 +1,648 437 -0.5 9.5 9.5 26.8 +1,685 478 10.7 10.3 25.8 +1,253 429	ate (end period).  Bank M1 M3 advances DCE BS HP % % Em inflow lending  23.1 17.3 6.5 +4.036 1.103 1.984 8.1 18.1 29.7 +6.031 868 2.057 +2.365 422 2.081 - 4.7 20.2 24.0 +1.425 154 690 7.6 17.3 20.4 +460 65 684 + 480 203 707  2.1 8.2 26.2 +4.586 1.344 8.0 6.9 17.1 +1.131 347 638 3.7 7.2 24.5 +1.206 264 794 -3.3 4.8 26.1 +1.648 437 728 -0.5 9.5 26.8 +1.685 478 710 10.7 10.3 25.8 +1.685 478 710

INFLATION—Indices of earnings (Jan 1975=100); basic materials and fuels, wholesele prices of manufactured products (1975=100); retail prices and food prices (1974=100); FT commodity index (July 1952=100); trade weighted value of sterling (1975=100). Earn Basic Whsale.

1981	rugs-	matis.	mote.	RPT-	Locat-	company.	2 pris
2nd gtr.	202.2	225.8	219.4	294.6	277.0	245.67	97,
3rd atr.	209.9	235.9	224.1	209.1		260.83	. SD.
4th gtr.	214.6	237.3	229.2	306.5	285.6	248.97	89.
December 1982	217.1	236.8	230.4	208.8	288.5	248.97	90,1
lst gtr.	216.9	238.0	234.3	311.6	297.7	242.40	91.3
2nd qtr.		239.9	238.2	321.5	304.1	233.46	90.
January	214.1	238,9	232.9	310.6	296.1	252.95	91.
February	217.0	239.9	234.4	310.7	297.2	241.77	913
March	219.7	235.4	235.5	313.4	299.9	242.40	90.8
April	219.6	238.9	237.0	319.7	302.6	246.84	90.6
May	232.5 .	237.5	238.2	322.0	305.5	237.39	.89.1
June	225.9	243.3	239.3	322.9	304.1	233,46	. 91,1
July		244.7	241.1	323.0	299.5	229.51	913
Δπανετ				-			617

**\*Spansthefoodindustry** 

**\*AGM** 

The Connaught Rooms, Great Queen Street, WC2 30th September 1982 at 12 noon

The Annual Report 1982 is available from The Secretary, Fitch Lovell PLC, 1 West Smithfield, London EC1A 9LA (01-248 6431)

### **Annual Report 1982**

Year ended 24th April 1982

\* Profit before Tax £10.3m. (£9.2m.)

-an increase of 12%

\* Maintained momentum

 acquisitions in frozen food and bacon distribution

ceased fruit and vegetable canning

and butter packing -re-shaping of Lovell & Christmas

-8 Key Markets opened

\* Recommended Final Dividend 3.97p net -5% gross increase for year.

\* Better placed for further initiatives

The above is an abridged version of the Group's full accounts which carry an unqualified Auditors' Report and which will be filed with the Registrar of Companies following the AGM.

TOTAL VOLUME IN CONTRACTS 4,480

iovie a th actor

niun

ongli vhick the

## Babcock expands to £8.27m at six months

WITH THE principal can green was provided to the improvement form the contracting operations and the businesses engaged in contracting operations and the industrial and companies where the south African companies whereas the south African companies

than in 1981, and their total furn-over increased by 10 per cent. Work on overseas contracts also increased, mainly in the power

R. H. Morley

shows losses

Despite a rise in aumover from £2.83m to £3.49m in the year to March \$1, 1982, R. H.

Morley Group indeed from pre-tax profits of £100,244 to a loss of £35,967. At midway, pre-tax profits were down from £80,780

There will be no dividend pay-

ment for the year, following last year's interim only payout of ip.

There is no tax charge, against a charge of £10,714 previously.

Losses per share of this hold-ing company with interests in

stated at 1.44p (earnings 3.58p). The group's shares are traded on

the unlisted securities market

of £35,967

to supply material handling £13.2m equipment for factory conset £854,000 sions in the automotive industry months. over increased by 10 per cent. slons in the antiquotive inclusive months.

Total value of uncompleted work on overseas contracts also considerably enlanced turnover. Investment income was much orders on hand at July 4 increased mainly in the power and brofits of the North higher at 1884,000 (£188,000), amounted to £1.32bn, the same as group, but otherwise export turn.

American group's conveyor divi interest payable was down from the beginning of the year, and

Freehold and long leasehold land and buildings of this group, which operates superparkets in North East England, and East Central Scotland, were valued at the year end and an adjustment of £1.17m was taken to reserves.

Three unproducts branches were closed throng the year and no new branches were opened, but new supermarkets will be opened in August and December

of the current year. The results

Laws Stores falls and

closes three branches

per cent in orders for UK customers and a 61 per cent advance in export orders.

# Dewhirst on target with

Despite a 10 per cent increase were adversely affected by a fast food operation which has improve that from £43.66m to £48.04m, fast food operation which has an unquested company fell from powers and unquested company fell from 527.000 to £163.000 m the year a new 70.000 to £163.00

Sales were on target with when chairman Mr Alistair Dewhits's £2.52m forecast in June at £13,14m (£11.62m) when he predicted profits would exceed £1.35m. He Professor W. G. McClelland, chairman, says the group's net margin remains extremely thin but fundamental reshaping of its operations is continuing and will, strengthen the position for the future. was hopeful that the progress

# £1.37m for first half

First half trading profits advanced from £926,000 to £1.15m to which net interest receiveable of £225,000 (£146,000) was added. Tax took £422.000 (£302.000

achieved on the first half would continue in the second half.

In his stafement accompanying the interim figures Mr Dewhirst 1950,000, compared with £780,000.



N.V. Beleggingsmeatschappij Wereldhave 23, Nassaulaan - 2514 JT The Hague, The Netherlands

#### 1982 INTERIM DIVIDEND

The Supervisory Board and the Board of Management have decided to pay an interim dividend of Dil. 3.25 in cash per ordinary share of Dil. 20.00 each for the financial year 1982; The interim dividend will be payable, less 25 per cent. withholding tax, from September 15, 1982 on presentation of

Conpon No. 24.
Dividend coupons for cash payment may be presented at Pierson, Heldring & Pierson N.V., Algemene Bank Nederland. N.V., Amsterdam-Rotterdam Bank N.V., N.V. Stavenburg's Bank, Nederlandsche Middentstandsbank N.V. or Bank. Mees en Hope N.V. in Amsterdam, Rotterdam or The Hague or at the offices of Morgan Grenfell & Co. Limited, New Issues Department, 21 Austin Friars, London EC2N 2HB.

By order of the Board of Management

September 1, 1982

#### Parkfield Foundries well down

system 38 computer in September 1982, the directors say.

TAXABLE PROFITS of Parkfield Foundries dropped from £136,022 to £86,159 for the year ended May 1, 1982 following a £96,250 downturn to £14,750 after six months. Tuesover for the full year advanced marginally to £5,01m, compared with £4,75m.

The dividend is held at 0.875p net by a same again final of 0,525p - stated earnings per 5p. share were 3.3p (3.1p).

The directors say that in the resent circumstances if is

difficult to forecast the trend of business, dependent as it is on the engineering industry emerging from the recession.

There was a tax credit for the

year 'amounting to £12,000 (£42,000 charge) but extraordinary items took £55,000 (£51,000 The company is an iron castings supplier. Its shares are traded on the USM.

### Yearlings total £15.75m

YEARLING BONDS totalling £0.5m; Preseli DC £0.25m; West £15.75m at 101 per cent redeem- Yorksbire. Metropolitan County able on September 7 1983 have Council £0.75m; Dudley Metrobeen issued this week by the politan BC £0.5m; Oldham following local authorities.

Basingstoke & Deane Borough DC £0.5m; Tendring DC £0.5m; District Council £0.5m; Sedge-Valley (Borough of) £0.5m; moor DC £0.25m; Welwyn Hat-Preston BC £1m; Southwark field DC £0.5m; West Lothian (London Borough of) £1m; DC £0.25m; Pendle (Borough of) Wycombe DC £1m.

60.25m; Blaenau Gwent (Borough of) £0.5m; Gateshead (Borough Council of) £0.5m; Lothian Regional Council £1m; Brighton BC film; Lambeth (London Borough of) film; Hounslow (London Borough of) 26 1987.

### RESULTS AND ACCOUNTS IN BRIEF

HIGHLANDS AND LOWLANDS BHD lower and the company may not be (plantation company incorporated in able to melnitiin the final dividend at lest year's 10 cents.

Malaysia)—Results for six months to June 30 1982; Pre-tax profit MS19.8m lest year's 10 cents.

MS19.8m); tumover MS49.2m Resultsh for the year ended May 1 1982 (MS51.8m); investment income MS9m (MS5.8m); tax MS9.3m (MS7.8m); 15.00m (£12.85m). Fixed asserts interim dividend 3 cents (same); earn' £25.62m (£22.85m). Fixed asserts interim dividend 3 cents (same); earn' £25.62m (£22.85m). Fixed asserts for six and profits are expected to be september 27, 12.30 pm.

Suffolk Coastal

Greenwich (London Borough of)

have issued £0.5m and £1m

respectively of 111 per cent

bonds for redemption on August

### Sharp rise to £148,000 for Arrow **Chemicals**

MORE THAN doubled pre-tax profits were shown by Arrow Chemicals Holdings from £56,000 to £148,000 for the 26 weeks to July 2 1982. Turnover of this maker of chemicals and industrial aerosols rose from £2.75m

Increased profits are forecast for the second half and the directors look forward with confidence to "satisfactory results for the year." In the last full year pre-tax profits came to £146,000 (losses £498,000) and the directors were looking forward to a profitable There is again no interim divi-

dend—the last payment was lp for the 36 weeks to end 1979. Pre-tax profits were struck after depreciation of £98,000 (£82,000), goodwill written off the same at £35,000, hire of plant and motor vehicles up from £116,000 to £141,000, directors' remuneration of £48,000 remuneration of £48,000 (£36,000) and interest payable £80,000 (£87,000). Tax took £59,000 (nil). All com

parisons covered a 27-week

#### BASE LENDING RATES A.B.N. Baul Allied Irish

A.B.N. Bank 101%	Grindlays Bank
Allied Irish Bank 11 %	■ Guinness Mahon 1010
Amro Bank 101%	■ Hambros Bank 101%
Henry Ansbecher 1010	Hargrave Secs. Ltd 2104%
Arbuthnot Latham 101%	Heritable & Gen. Trust 101%
Associates Cap. Corp. 12 %	Hill Samuel \$10105
Banco de Bilabo 101%.	C. Hoare & Co 101%
BCCI 11 6	Hongkong & Shanchai 101%
Bank Hapoalim BM 11 cc	Kingsnorth Trust Ltd. 12 %
Bank of Ireland 101 %	Knowsley & Co. Ltd 11 %
Bank Leumi (UK) plc 101%	Lloyds Banka104%
Bank of Cyprus 101%	Mallinball Limited 101%
Bank Street Sec. Ltd. 12 %	Edward Manson & Co. 12 %
Bank of N.S.W 104%	Midland Banka104%
Banque Belge Ltd 101%	
Banque du Rhone 11 %	Samuel Montagu 101%
Barclays Bank 104%	Morgan Grenfellalogo
Beneficial Trust Ltd 114%	National Westminster 1010
Bremar Holdings Ltd. 12 %	Norwich General Trust 10:36
Brit, Bank of Mid. East 101%	P. S. Refson & Co 10196
	Roxburghe Guarantee 11 %
Brown Shipley 11 % Canada Perm't Trust 111%	Slavenburg's Bank 101%
	Standard Chartered   104%
Castle Court Trust Ltd. 11 %	Trade Dev. Bank 101%
Cavendish G'ty T'st Ltd. 12 %	Trustee Savings Bank a101%
Cayzer Ltd 11 %	TCB 10 5
Cedar Holdings 11 %	TCB 101% United Bank of Kuwait 101%
Charterhouse Japhet 11 %	Volkskas intl. Ltd 104%
Choulartons 101%	Whiteaway Laidlaw 11 45
Citibank Savings IT %	Williams & Glyn's 104%
Clydesdale Bank 11 %	Wintrust Secs. Ltd 11 %
C. E. Coates	Yorkshire Banka101%
Comm. Br. of N. East 104%	Members of the Accepting Houses
Consolidated Credits 101%	Committee.
Co-operative Bank*101%	7-day deposits 7.25°., 1 month
Corinthian Secs 101%	7.50° Short-term £8,000/12-months 9.85°
The Cyprus Popular Bk. 11 %	† 7-day deposits on sums of: under
Duncan Lawrie 101% Eagil Trust 104%	£10,000 74%, £10,000 up to £50,000
	8"., £50,000 and over 8'2".
E.T. Trust 11 % Exeter Trust Ltd 11 %	# Call deposits £1,000 and over 7%%.
First Nat. Fin. Corp 131%	§ Demand deposits 7.
First Nat. Secs. Ltd 13 %	Morigage base rate.
Robert Fraser 111%	a Effective from close of business 31 August 1982.
	or regue: 100c.

#### NOTICE OF REDEMPTION AND TERMINATION OF CONVERSION RIGHTS

### Asahi Chemical Industry Co., Ltd.

U.S. DLRS 30,000,000 64% Convertible Bonds due September 30, 1990 (THE BONDS")

NOTICE IS HEREBY GIVEN that, pursuant to 6(B) of the Term and Conditions of the Bonds issued under a Trost Deed dated December 18, 1975, the Company has elected to exercise its right to, and shall, redeem on September 29, 1982 (the "Redemption Date") all of its outstanding Bonds at a redemption price of 102½% of the principal amount thereof, together with accrued interest from March 31, 1982 to the Redemption Date which shall be U.S. Dollars 31.08 per \$1,000 Bond.

The redemption price will become due and payable on the Redemption Date and, upon presentation and surrender of the Bonds (together with all coupons appertaining thereto maturing after September 29, 1982), and will be paid on or after the Redemption Date at the offices of any of the following Paying Agents: Citibank, N.A. (New York), Citibank, N.A. (London), Banque De Commerce S.A. (Brussels), Banque Generale Du Luxembourg (Luxembourg), The Chase Manhattan Bank, N.A. (Milan), The Chase Manhattan Bank, N.A. (Paris), Commerciank Aktiengesellschaft (Frankfurt), Nederlandse Credietbank N.V. (Amsterdam) and Swiss Bank Corporation (Basle). On and after the Redemption Date, interest on the Bonds will cease to accrue.

#### CONVERSION OF BONDS INTO COMMON STOCK

In accordance with condition 5(A)(B) of the Bonds, Bondholders may convert their Bonds into shares of Common. Stock of the Company at the conversion price (the principal amount of Bonds translated into Japanese Yen at the rate of Yen 303 equals U.S. \$1.) which at the date of this notice is Yen 140,20 per share of Common Stock. Each Bondholder wishing to convert should deposit his Bonds, together with all monatured coupons, with any of the Conversion Agents being the same as the Paying Agents specified above, accompanied by a written notice to convert, SUCH CON-VERSION RIGHTS WILL TERMINATE ON SEPTEMBER 29, 1982.

For the information of the Bondholders the reported closing prices of the shares of Common Stock of the Company on the Tokyo Stock Exchange during the period from June 1, 1982 to July 30, 1982 ranged from the high of Yen 292 to the low of Yen 263 per share. The reported closing price of such shares on the Tokyo Stock Exchange on July 30, 1982 was Yen 276 per share.

> ASAHI CHEMICAL INDUSTRY CO., LTD. By: CITIBANK, N.A. as Principal Paying and Conversion Agent

August 26, 1982

### To All Shareholders of Global Natural Resources PLC

# THE TRUTH ABOUT GLOBAL & McFARLANE

The Warner-Bertoglio group have spent large sums of money publishing a highly misleading account of the McFarlane acquisition.

### The truth is as follows:

Global has never over-valued McFarlane's oil and gas reserves. Global's technical staff and advisers conducted a thorough review of McFarlane's assets and the price a morough review of McFarlane's assets and the price agreed (after hard negotiation) reflects — greatly to Global's advantage — the current "buyers' market" for oil and gas assets. Global is paying approximately \$25 million for McFarlane's proven reserves of oil and gas despite the fact that McFarlane's engineers estimated the value of these reserves to be considerably higher and their value estimated according to the guidelines laid down by the American SEC was \$49 million.

H. J. Gruy & Associates, Inc., the highly-respected independent petroleum engineers to Global, have endorsed Global's valuation of McFarlane's proven reserves.

Arthur Andersen & Co., Certified Public Accountants, have completed their audit of McFarlane's 1982 financial statements — as required by the acquisition agreement.

A detailed investigation of McFarlane by Global's own technical staff and outside lawyers and accountants has confirmed McFarlane's good standing.

The preliminary earnings estimates for Global and McFarlane quoted out of context by the Warner-Bertoglio group were drawn up separately by the two companies before the acquisition was agreed. The Directors of Global have always stipulated that the enlarged Company's exploration expenditures should be controlled to ensure that temporary losses are limited and borrowings remain at a prudent level. Updated forecasts for the enlarged Company have now been prepared which indicate an operational loss for 1982 considerably smaller than that referred to by the Warner-Bertoglio group and a return to profits in 1983. Under the "successful efforts" accounting policy, temporary losses will inevitably be recorded in periods of high exploration expenditures despite the growth in the underlying value of the Company's assets.



The forecasts indicate that at the end of 1983 the net long-term debt of the enlarged Company will be limited to less than one third of shareholders' funds.

Detailed information on McFarlane was given in a letter from your Company published on 11th August, 1982, which is available from your Company and its financial advisers.

### FURTHER FACTS YOU SHOULD BE AWARE OF

The Warner-Bertoglio/Bear Steams group have put forward no specific plans for your Company. They are asking you to dismiss a successful Board and to entrust control over Global to would-be directors with neither a record of past success with public oil and gas exploration companies nor any plans for the future success

They style themselves "The Committee for the Protection of Global Shareholders", but the effect of their current legal campaign — if successful — would be to deprive you, the shareholders, of the benefits of the McFanane acquisition.

In their efforts to solicit your vote, they have quoted figures and reported facts out of context and have communicated information piecemeal.

They have told shareholders about the Temporary Restraining Order postponing completion of the McFarlane acquisition, issued after a two-hour hearing by a Cincinnati Court on 24th August, 1982. But they have not told you that their motion for a similar injunction was fully considered in a six-day hearing in the High Court of Justice in London and was refused. What is more, after a further three-day hearing the Court of Apparel. after a further three-day hearing, the Court of Appeal unanimously upheld this refusal.

#### CONSIDER GLOBAL'S EXCELLENT RECORD OF **GROWTH IN SALES, RESERVES AND** SHAREHOLDERS' FUNDS

	1978 (\$000)	1981 (\$000)	Com- pound Annual Growth
Sales of oil & gas production Oil reserves (Bbls 000's)¹ Gas reserves (Mmcf)² Present value of proven reserves Additions to properties Shareholders' funds	9,937 1,103 70,721 55,500 11,803 42,099	34,894 1,936 103,073 174,300 30,070 92,422	+54.8% +20.6% +13.4% +46.3% +53.3% +22.3%
*After production of 688 (Bbls 000's) for the period.			

This success has been reflected in the market price of your shares up from \$1.48 in September 1976 to \$10½ (closing bid) on 31st

GLOBAL'S ACHIEVEMENTS AND PROSPECTS ARE THE STRONGEST ARGUMENTS FOR SUPPORTING YOUR BOARD OF DIRECTORS

### Time is Running Out

We urge every shareholder to vote - VOTE NOW!

For full information call your Company or one of the firm's listed below — today.

> Global Natural Resources PLC Brighton, England

Hambros Bank Limited London .

Lehman Brothers Kuhn Loeb Incorporated New York

### $P_{00r}$ outlook for jute

TOTE producing countries are lacing falling prices, shrinking markets prolonged consumer economic recession and rising freight change India's textile sugar struck a four-year low sugar struck a four-year low.

Mr A. K. Dutt, speaking at a Pooling of resources and experstage had now been reached to seterday the March position set up an International Jule closed down 67.5p at £115.475 per tonne. Prices broke through tise by producers. He said a ference scheduled later this chart resistance at the £115

At the Calcutta conference were officials from China, India, Bangladesh. Thailand, Nepal. the Economic and Social Com- ing of sugar prices may have mission for Asia and the Pacific.
and the UN Conference on Trade and Development.

BRITAIN has become the main export market for Cyprus farm produce, with shipments increasing dramatically in the past year. Cyprus now sends to the UK 92.5 per cent of its table grapes, 86 per cent of its potatoes), 60 per cent of citrus exports and its entire crop of carrots (7,734 fonnes).

• INDIAN output of wheat, rice and other food grains is expected to fall this season because of erratic monsoon weather, the U.S. Department of Agriculture has said in a field report. Rice production is now set at 50.0m tonnes against a 58.0m target, wheat at 36.5m forecast earlier and maize at 6.3m tonnes compared with 6.5m tonnes last year.

Brazil's sovahean crop for 1983pared with a 12.8m estimate for

compared with 13m tonnes last year, the USDA has said. • FRENCH farmers offered

1.3m tonnes of soft wheat into EEC Intervention last month compared with only 1,000 tonnes in the same period last year. ● UK COMPOUND feed pro-

duction rose 7 per cent in the second quarter of 1982 to 2.4m | market by first of all announctonnes from 2.24m tonnes in ing a reduction in its U.S. the same period of 1981, accord- | domestic selling price of 2 cents ing to the Home Grown Cereals to 24 cents a lb. and then put-Authority.

### Sugar falls to 4-year low

sugar struck a four-year low EEC will be pursuing a policy yesterday, at £89 per tonne, of selling off as much white with some dealers claiming that Calcula this week, called for prices falling to 10-year lows over the next few months.

level in early trading but closed. after a small rally, slightly above the day's lows.

The post-Bank Holiday weakenbeen fuelled by expectations of this week's EEC Commission sugar authorisation, which at 74,500 tonnes of whites plus 700 tonnes of raws, was the highest to date. Yesterday's release brings to almost 62,000 tonnes the average weekly authorisation by the Commission in this new series.

The maximum export rebate

According to traders the 12.000 to release was within the expected unclear.

range. They consider that the sugar as possible before India enters the market in a his way. which is expected later this

Commenting on the further downward move of the London daily price, one analyst said yesterday that "there is little about current information on production and stocks to suggest that prices will stabilise above the £81 per tonne point reached in mid-summer 1978, and an eight-year low." Describing the market as "bad

and getting worse" the broker claimed that those dealers who believed that the worst had already passed had been proved wrong by the continuing falls in prices.

■ A Syrian purchase of 20,000 tonnes of white sugar for December delivery was confirmed vesterday but details of a tender by Portugal, involving an exchange of tomato paste for 12.000 tonnes of sugar, are still

### Gold below \$400

BY JOHN EDWARDS, COMMODITIES EDITOR

after hours trading yesterday. after closing officially in the afternoon SIL down at \$402.5 a The USDA also predicts that fine ounce. Sentiment was razil's sovahean crop for 1983failure of any further fall in U.S. interest rates to materialise and news of Chemical Bank in- CHINA is expected to import creasing its broker loan rate.

16m tonnes of grain in 1982. Silver and free market plat Silver and free market platinum followed the casier trend in gold but copper closed marginally higher reflecting the sharp upturn in the New York (Comex) market on Tuesday night. However, Mazma Copper announced a cut in its U.S. domestic selling price of I cent

to 70 cents a lb. Asarco confused the lead ting the price up by 1 cent. Cash

GOLD dipped below \$400 in lead on the London Metal Exchange closed £4.5 down at £297 a tonne, but cash tine gained £7.25 to £428.25 a tonne following trade buying interest. The Hamburg Economic Re-

> latest economic bulletin that it sees little noteworthy change occurring in zing markets during the remainder of this year, reports Reuter. Demand in Western indus-

trialised countries should remain generally low due to continuing weak sales in the building and car industries. A continuation of recent interest rate cuts should encourage restocking by 71nc

form, it added.

### Rubber producers meet

KUALA LUMPUR-A review of the buying operations of the International Natural Rubber Organisation (Inco) buffer stock manager is likely to feature prominently in the two-day Inro special council session beginning today. Producer members, particu-

larly Malaysia, are reported to he unhappy with the strategy used by the buffer stock manager in attempts to prop up declining rubber prices in the current depressed market. At the special council meetz. convened because the huffer stock manager's purchases have reached the manager's RAN,DIAN tonnes trigger point, the producer nations grouped in the International Natural Agreement (Inra), are to ask for changes in huylog

Under the 31-nation pact, the council must convene a situation when the huffer stock purchases reach 200,000

operations to make them more

Malaysia, the world's largest nameal mibber producer, feels it is not sufficient for the huffer stock to huy in spurts. as this does not have the desired effect on rubber

### Farm land prices steady

By Our Commodities Editor

AVERAGE price for farmland, with recent possession, in England fell to \$4,360 per hectare in the three month period to July, according to the latest estimates issued yesterday by total between A\$40m and approximately the same as last the Agricultural Development A\$60m (£23.25m to £34.9m) in year's A\$9.1bn. Advisory Service, in conjuncwith the Agricultural Mortgage Corporation and the Country Landowners Associa-tion. This compares with an average of £4,382 for the three months to June.

However the weighted price, taking into account regional variations, shows an increase users, but this restocking will to £4.254—the highest level he launched, hesitantly, only since June 1980. The price when expectations of a real index (1973=100) at 219 is economic improvement begin to also at the highest level since and more capital intensive, and form, it added.

June 1980 carry more debt."

#### ALUMINIUM

# Bauxite agreement sought

BY CANUTE JAMES IN KINGSTON

ducing countries, is to seek a commodity agreement with consuming countries at UNCTAD discussions in Geneva-in Novem-

The Geneva talks will be aimed at what Mr Ron Thomas, the IBA secretary general, says is a better deal for the member countries of the association. The pact which the IBA is

cover aspects of bauxite mining and refining and aluminium smelting, including ownership and control, integration of the industry, taxation, shipping, marketing and technology exchange. "We are looking for an astitutional agreement. We

institutional want to avoid another international organisation which is oing to cost a fortune," Mr Thomas said. "We want to go to Geneva

and have open discussion with the consuming countries to make some progress at improv-ing the lot of our members, some of whom are distinctly the "bauxite OPEC"-a suspi-

THE International Bauxite deserving of better treatment cion held by many metal comof the organisations intentions.

Association, a group of 11 pro- than they have had in the past." panies, and which was fuelled. The IBA has dedicated much The talks in Geneva will be in the mid-1970s by the zeal of coming at a time when the eightseveral members to copy, to year-old producers' group is pondering, apparently help-lessly, on the damage to the varying degrees, the controversial bauxite production levy unilaterally imposed by Jamaica, and which led to signieconomies of its poorer members because of the fall in demand for bauxite following the slump ficant increases in revenues. Mr Thomas, and his prede-

in the aluminium market. ironically, on paper, the IBA appears to be a very strong seeking, he explained here, will organisation when compared with other groupings of com-modity producers. Its members-Australia, the Dominican Republic, Ghana, Guinez, Guyana, Haiti, Indo-

nesia, Jamaica, Surinam, Sierra Leone and Yugoslavia—contain within their collective borders most of reserves of bauxite ore.

IBA members last year produced 63.3m tonnes of bauxite,

which was 72 per cent of the world's production. The overall production figures, however, have frequently led to the question of the IBA's ability to becoming

and has not sought to act against consumers. "The definition of a cartel does not apply to us. We do not manage prices and production, and bauxite is not the same as oil. If prices are too high, then substitutes for bauxite will be found." The planned search for a com-

ship with the metal companies.

imposed

cessors at the TRA headquarters.

was out of the question. "The

The IBA has dedicated much of its time to discussing price formulae intended to get its members the best deal, while taking into account the state of the market. Each year the association recommends minimum prices to its members, intended to cover bauxite and alumina. These recommended

prices are pegged to the price of ingot on the U.S. metals market. here, have stressed that a cartel association has been likened to "The prices recommended by the IBA are not rapacious." Mr other groups of producers who, by explicit agreement, have acted to limit competition," be Thomas argued. "They are intended to give some guidance to our members on the state of the market. The recommended prices are reasonable."

The IBA is clearly hoping that it can approach the IINCTAD said. "IBA has not done that

can approach the UNCTAD talks after having disabused its critics of the impression that it is a confrontationist organisation bent on cartelisation.

It appears, however, that whatever success the IBA will modity agreement in Geneva has encounter in Geneva, it will still been preceded by efforts by the BA to seek a better relationessing the problems of those and erase continuing suspicions earnings from bauxite.

### Canberra boosts drought aid

BY MICHAEL THOMPSON-NOEL IN SYDNEY

AUSTRALIA is facing its worst drought on record. The federal Cabinet, meeting in Adelaide, this week announced an aid package for farmers, compris-ing subsidies towards interest package for farmers, compris- a "crisis" had developed. position was ing subsidies towards interest. The drought is adding seriousness." payments, and money to buy greatly to the pressure on The Na

The Prime Minister, Mr Malcolm Fraser, said the dicted that this year's deficit interest subsidies alone would on current account would be a full year.

the last catastrophic drought in Australia in the mid-1960s, farmers have become larger

The Australian Labor Party the government for waiting till

Australia's balance of payments. Two weeks ago, the budget pre-But predictions were based

Mr Peter Nixon, the minister largely on normal weather confor Primary Industry, said: ditions, which might have pro-"These decisions recognise the vided a wheat crop of around national significance and the 13m tonnes, with 5m tonnes. Mr Nixon said that drought-growing seriousness of the almost certainly lost already, it hit properties were carrying drought, and are specifically was said in Canberra this week 48m breeding ewes and 6m. aimed at helping farmers stay that the deficit on current on their properties and retain account in 1982-1983 could valuable breeding stock. Since exceed A\$19bn. Certainly the reduced wheat

harvest is likely to lead to

This week, it was disclosed A\$92.6m of which was speciopposition welcomed the aid that 80.000 farms—60 per cent fically for drought aid."
package, but severely criticised of Australia's total — were A meeting of state agri-A meeting of state agriculture

stricken. Mr Fraser said the ministers on Monday will review position was one of infinite current levels of sid. With more than 90 per cent of New South The National Farmers' Wales officially drought-stricken, the NSW Minister, Mr Federation held a special meeting in Canberra this week. It is Jack Hallam, has been touring drafting a report for the Cabinet, describing the extent the state to gather information for Monday's meeting. of the problem, and suggesting The worst-hit crop is wheat. Latest forecasts for the 1982-83 further ways of alleviating it.
Worst hit is New South Wales. Queensland and Victoria are also badly affected, as are parts

harvest put production at between 8m and 9m tonnes, against 16.4m tonnes in 1981-82. in NSW, the crop could be as low as 1m tonnes, against 5.7m tonnes last year.

Unless the rains come soon, I breeding cows, and stressed that the net value of Australian farm output this year could fall by more than 50 per cent. In Canthe last two financial years, the berra, the Bureau of Agriculrenewed calls for a formal Government has provided the tural Economics says the value devaluation of the Australian states with more than A\$110m could fall to around A\$2.25bn by

### LONDON OIL SPOT PRICES

	Latest	Change + or -
CRUDE OIL-FOB .	per barrel	
Arabian Light Iranian Light Arabian Heavy North Sea (Fortles), African Bonny Liht	. 33.50-33.6	0.30

		-
PRODUCTS— North		pe er tonne
Premium gasoline .		-
Gas oil Heavy fuel oil	295 304	- 2.5 - 0.5

DM 32,750 (\$407.86) previously and closed at \$405.406 from

# GAS OIL FUTURES

IPDAILS FIR	micr Man.		
Month	Yest'day's close	+ or	Business Done
Sept Oct Nov Dec Jan Feb March	\$ U.S. per tonne 295.75 299.00 302.75 302.75 297.50 295.50	1,75 -1,25 -1,25 -1,25 -2,75	238,00 94,25 301,00 97,90 504,25 00,90 504,00 91,90 505,50 01,90 255,60 96,00

### **GOLD MARKETS**

Gold fell \$11 an nunce from Tuesday's close in the London opened at \$403-404 and touched a back to close at its lowest level

In Frankfurt the 121 kilo har was fixed at DM 32,380 per kilo (\$403.25 per nunce) against

In Paris the 124 kilo har was fixed at FFr 89,750 per kilo (\$398.13 per nunce) in the afternoon compared with FFr 89,750 (\$398.10) in the morning and FFr 90,000 (398.84) on Tuesday

### The market opened at the lugar of the day Fadure to break through these levels and continued strength in the dollar caused prices to storout late afternoon. Short covering then brought the market up by \$2.00 on the close, reports. Permiss Mar.

Month	Yest'day's close	+ <u>o</u> r	Busin Don	
	S U.S.			
	295.75	1 ==	444 PR 6	4 80
Sept			238,D0 9	
Oct,	299,00	1.75	301.00.9	7.00
Nov	502,00	1 50	304.25-0	0.00
Dec	302.75		304.00 T	
Jan	302.75		505.50-0	
Feb	297.50	2.75		1,00
March	297,50	·- 1.60	225,M-9	6.00
April	295.50	+ 4.50	-	
Мау	293.00			
Turnaver:	1 952 (2,1	22) (	10 ero	100.

#### In Luxembourg the dollar per ounce equivalent of the 124 kilo

bullion market yesterday to har at the finish at \$402,403. The metal \$411,50. har at the fixing was \$403.50 from In Zurich gold finished at \$403high of \$406-4064 before easing \$406 compared with \$4134-414.

> LONDON FUTURES Yest rday's +cr Business

		Gold Bullion	fine ounce.		
Gloss Ozening Morning fi Alternoon		04 (£234') 5 :£235.5	235 : \$4131 08. \$409.	1: 414:: 60	£240', 241', £241': 242, £258,556, £259,523,
		Gold Co	ins Sept. 1		_
Krugind 14 Krug 14 Krug 1:18 Krug Mapielea, New Soy	\$411 412 \$212 \dagger 215 \dagger \$108 \dagger 109 \dagger \$44 \dagger 45 \dagger \$411 412 \$95 96 \dagger	£239 2891-1 £125 : 1241 £63 65 1 £25 1 26:41 £239 23912 £55 1 56	King Sov Victoria Sov French 20a 50 pags Mex. 100 Cor. Aust 520 Engles		E5514 561 £5514 561 £4814 49141 £2601 202 £2761 2291 £258 23814

Sept. 1

#### ESTABLISHED 1879 BACHE OFFER THE FOLLOWING

OFFER THE FOLLOWING
COMMODITY SERVICES:
Trading Gold around the clock, week, fundamental and retinetal outdook on all American and UK markets. Commodity land management. Computer trading systems. We cate for the small investor to piece the formation of the contracts. The fundamental of minimum contracts for further allowers of the decrease of the fundamental of the allow further to the Managery Director Backle Rates Stuart (London)
Line Investor EVEN SEP.

#### CLASSIFIED **ADVERTISEMENT** RATES

,	Per ims E	Sing calu ca E
Commercial & Industrial		
Property	E UQ	<b>77</b> 3
Regidential Property	5.00	20 0
Appointments	3.50	29.0
Business, Investment	8 <b>3</b> 0	29.0
Opportunities Businesses for Sale/	B 34	20.0
Mautag	8 50	29.0
Persons?	6 00	20.0
Metor Cars	6.00	20 9
Hetely & Travel	6 00	20.6
MEMIZ O VIGEN		== .

£6.00 per single column cm extra For further details write to: Classified Advertisement

£ per troy
ODUCE
Sept'mb' 232,00 5.50 1.359
October 234.00 4.50 8.525 255,40.5.00
Navember 235,50 8.60 S. 150 —
December 237.40 9.00 - 8.700 —
January. 238,00 44,0 3,499 —
February, 239,00 45.0 1,900
March 240,10 5,00 - 19,45
Turneyer, 132 (148) Into of 103 tro
**************************************

March Tura nyace:	Settiam Standar Cash, 8 month		
	A	ug 31	Settlem' Straits t NewYor
: fine o. .234. 235 : 08. 55:	NCS. 8413.414 84131: 414:: 8409.60 8411.50	£240'; 241 4; £241 : 242; £258.556; £259.523.	Tin—A three m TJ. Hig Stendard Alternoon Sept E7.

Iternoon			55 8411.	3U	1239,523,
		Gold Co	ins Sept. 1		
krugrnd e Krug ( Krug (18 Krug lapielea, lew Sov	\$411 412 \$212 \(\) 215 \(\) \$108 \(\) \(\) 209 \(\) \$44 \(\) 45 \(\) \$411 412 \$96 96 \(\)	(£239 289)-) (£123 (; 124) <sub>4</sub> (£63 63 (; 124) <sub>4</sub> (£23 (; 26) <sub>4</sub> ) (£239 239) <sub>2</sub> (£55) <sub>4</sub> 56	King Sov Victoria Sov French 20s 50 pags Mex. 100 Cor. Aust 520 Engles	895'97 895'- 97 883 84': 8485 485 889 304 8435 445	£5514 561 £5514 561 £4812 4914 £2681, 262 £27612 229 £258 23814

### PERSONAL

### IN LOVING *MEMORY*

Figral inbrites lade. Your regard for a departed friend lives on if you make a constitution in their name to Halp the Aged's work — towards a Day Centra or the conety, medical rearmant or research for the Cold, or held for the housphout. Erety.

rearment or research for the clot.

or help for the housebound, Elery of achieves a creat deal for the clot.

Please let us holder the name you wish to commence the same you wish to commence the commence of the following the f

TRAVEL

THE SUN SHINES THE SUN SHINES
All the time is the West Indies
We have a selection of 102 too custry
remed houts that we have personally
respected heard in Antique and St.
Viscorit We have coloured photographs
of the boats and crewe and will he
sansy to give artice and arrange travel
Prices from CEB per head per day.
Ring or write Patrick Boyd
Camber & Nicholson Yacht Abency
18 Regency Street, London SWIP ADD
Tale 01-627 1641
ge Talex \$18878 NICLON

### BASE METALS

BASE-METAL PRICES were mixed on that London Metal Exchange Copper moved up to 6848 prior to closing at 1846 reflecting the overright head on Easts renecting the operaget rend on Comes, while good physical interest lifted Zino in EAST at the close. Lead dropped to ESST on news that Assert had out their producer price by 2 cents but subsequently railed to ESSO. Iglinwing Assessor's move to lift it producer once by 1 cent. Tip will

finally £7. buller sto			310001 6	′ :
COPPER			g.m. Unofficial	
	£	£		_
HishGr de	— <b>-</b> —			-
Cash			656,5 7,5	
5 mths	859.5	- 5.5	847-8	-1
Sattlem't	827.5	÷ 2.5	_	
Cathodes				
Cash	7913	-6	_	_
	6194		0035	

5 months 812.4 Settlem't 793 U.S. Prod.	. 4	825 5	
Amalgamated M	lata: Tr	11:75 7	2-1
that in the motors traded at £325 €	n 635 t	Higher LEST.	3.5
months (644 G) 41,60, 33 G), 38 00			
38 57, 33 fb1, 33 53 three months 58	No rb	Heres	·••
43 50, 43 00 43,50 Grade heree mans	36	ulu uż a	4.3
43 1.48, 47, 46 7	17, 47 9	Kert	
Grade, three mont			

Grade, three months (646 45 45 16 5 47, 47,5, 47, Tutonyer 36 325 trans-					
TIN			D.TT. Unoff c a		
High Gra	de £	-F	£	Ę	
Cash .	7560 70		752N.S	-77.3	
3 months	7470 5	-6-	7450 S	- 77.3	
Settiam	7570	13	_		
Standard	<b>!</b>				
Cash.		-22,5	7546.5		
3 months	74705		7450.5	- 17 5	
Settlem's	7570	- 7	_		
Ciro.ta E	122 A1	_R : \$	_		

3 months 7470 5 -43 7450.5 -
Settlem't 7570 -35 —
Straits E. : \$29.81 -0.:5 -
NewYork -
Tin-Moreing: Standard, cast 📆
three months \$7,570 65 69 62.
TO. High Grade, cash E7 757 (
Standard, three months Com
Alterngen: Standard, cash (7.54).
Sept £7,540 three montes £7,457.
50, 5%; Kerb. Standard, thise mer
57,550, 19 30, 40, 33, 39, 20, 10,
50, 55, Turrever 3 475 tonres.
30, 79, IUITTONE 3 437 ICTES.

	50, 55, T	ULLAR			
	LEAD	a.m. Official		Unoffici	
	Gash 5 months Settlem't U.S. Spot	311.5.2 301	8	296.5 308.5 *28.6	5 -
<del>-</del>	menths :		10 30, 00 10 10,5,		ν •••• Έ.

07.5, 08. Tumavar:				
ZINC			p.m. Unofficial	
Cash 3 months 5 ment Primw'ts	429.5 SG.5 427	-6.25	428.5 451.5.2 37.40.5	-1 -1
29 60 - ? [430 60, 3 months	1 90 - Ki \$0 \$0, 51 ( \$430, 31,	315 67 A 515	(475 P), ( (475 P), ( toren mi from ope Marks	

11.325 151	rr#4			
Aluminm	a.m. Official	+ <u>e</u> r	e.m. Unoffici	, +
Spot . 5 months	558,5.9,5 576,5.7		£ 554.7 574.5	-;
Alumins 5576 00, months ( 74.50). A 74.5, 74. 73.5, 74.	567 (V). İtarinçen: Kerb	76 65 75.90, 15199 15199	it gree: 75 Hz. proming proming	7. []

Spot 2730.5 —79 3 months 2699.700 —35	2759 70 = 19 2685-90 = 19
Nickel — Morning: 62,720, 15, 19, 63, 2,70	00. L <del>95</del> 5. 1.700
Afternoon three month	

### BRITISH COMMODITY MARKET

Silver was fired 2.70 an ounce lower for spot delivery in the London bullion marker vesterday at 443 fb. U.S. cent couvalents of the living levels were spot 750 fb, down 46; torresponds 770 fb, down 3.20, stamonth 815c, down 0.74, and 12-month 850 fb, flown 10. The metal opened at 444,445c (765,775c) and closed 8t 444,445c (765,775c).

SILVER per troy oz,	Bullien fixing priss	- or 	L.M.E. p.m, Unoffis	' —
Spot	448,00p 459,50p	-2,70 -2,89	439,25c	- 17,4 - 16,7
6 months 12months	469,75p	-0,FO	= _	
LME—To	irnayer 11			
22 2 EU ( 22 2 EU ( 24 2 29 24 1	1 60 2 - 4	50 O	kerh	Three
	59. 52. 51.			

243 12.
COCOA
Figures remained steady in quier con- propose an dealer and commission bruse sport covering caused prices to close
en the highs of the day. Producers stoked he reclination to resume sales at three fewels. While office among consumers was again source reports.

ACCOC	Yesterday's Close		Business Cone
	£ per tonne	. –	Done
Jept	975.07	- 12.5	907 995
Dec	952-53	+ 16.5	957.33
March	982 83		984 66
Ver.	1000001	+ 15.A	1001 986
j.;'v	1016-19	- 14.5	1012 00
5922	1032-38	- 17.5	1930 20
Des	1054 56	- 19.3	1041-38
	162 (1.771) S		
:000-3	hal, price to	· Sept	1 77 77
172 273	10 10182 Pol	ce lar	3961 2.

### 77.75 (73.15) Shib yates continued the recent steady trend with each Sept briefly testing the scribbt claim of 1,345 reports Devel Stronger Lambert Trade selling it towed a dispendition New York

-1,044	ng prices		
COFFEE	Yest'day   Close	- Or	Business Done
:ert	1343-45	-220	1345.39
No	1235 34	4.0	1243 22 1130 18
March	1045.45	7.5	1050 40 221-55
J-1-14	956- <del>6</del> 0	- 2.0	964-55
Sept.	545.90 Ge (6 586)		945
iCC indi	cator proc	88 for	347397

# 70.5 tents per mound: Comp daily 1779 113 46 1718.80). 15-day sverage 118.55 (117.89).

Despite gams marchant busing of wheat early in the morning resident, reads acting eased the market hathern highs flow camp under most pressure for wheat to close hermanico or and 100 drawn Barley saw sord rivition trade between the morning and host charmed buying of flow to close 100 up to 50 down. Actinopolis.

Mnth	Yesterd'ys close	+0	Yest'rdyi close	· +
ien.	117.70 117.35 120.50		105.60 109.15 112.53 115.53 118.60	±0 -0 -0
507 111 (X 117 X 11976) 21 10		19.117 29 65-1 198699.	77) ,(30 0 45	117 : lev 158 (4 105 )

177,55, Mgr 115 75-115 55, May LONDON GRAINS—Wheat, U.S. Cark instrum Spring No. 1.4 per cent Sept 10 T3. Oct. 111 25. Nov. 113 25. Dec

# HGCA—Locational ex-farm spot erices Feed barley: Eastern 101.50, E Minds 101.50, N. East 101.50, Scotland 101.00. The UK Monetary Coefficient for the weak beginning Monday September 6 is expected to remain

RUBBER The London physical market opened should unchanged, attracted little interest throughout the day and closed dull. Lawis and Peat recorded September tob price for No 1 RSS in Clesia Lumpur of 198.5 (199.5) cents a

ig and	SMR 20 17	1.0 (172.0)	<u>.</u>	
	Yest'r'ys close		Business Done	
Oct	51,30-51,70	51.60-51.40	_	
Nov: .	51,60-52,00	51.6 <b>8-51.8</b> 0	_	
Oct-Dag	51,90 52.08	61,70-51 89	<b>52,08-51,70</b>	
Jan-Mai	64,40.54,58	64,26 54,88	54,50-54.10	
Api - Jne	58,90-57,90	54,70-56,80	58,98-68,70	•
Jiv-Sepi	13.49-59.50	59.20 59.50:	59.48	5
Det Dec	62,00-62,10	61,70-51,80		
J'n-Mch	64,68-86,68	64,20 54,50	_	7
Ani-Ine	87,00-57,10	£8.90-57.00	87,00-86,90	
				•

Seles. 124 (88) lots of 15 tomes; nil (6) lots of 5 tonnes Physical Chaing prices (buvers) were Sept 50,50p (same); Oct 51,00p (same); Nov 51,50p (same). SOYABEAN MEAL

biges i id	. IRONTS T. G. 1 terturaless condi ish naws.	
	Yestordys +o	Business Done
	Per torne.	:
ctcbar	120, 10-20,5 — 1,8	77 121.49-20.56
ec	122,50-22.7 0.5	5 125.50-22.60
eo	124,50.25,5 —0,2 177,58-27,8 —0,4	12 <i>1</i> ,80
Me''' ''	124.08-29.1 —0.8	5 129,80-29,GC
Hanst	_ 130,59,78,7 —0.7	75 130.50

Projes organia eround unchanged in

August., 139,9-88.7 -0.75 130.50 Cebber. 139,68-75,5 -1.90 -Sales: 42 (50) lots of 100 tonnes. Sales: 42 (30) lots of 300 tonnes.
SOYABEAN OIL—The market opened
\$2.00 aigher but assed on mixed selling. Closing crices and business done
sittles: 5 per tennel; Oct 455 00, 44,00,
445 00, 10e 444 00, 45,00, 450 00-48,00;
Feb 459 00, 50 50, 450,00 48,00; April
451 12, 57 50, insteaded; June 458,00,
30 00, untraded Aug 452 00, 75,000, untraded.
Sales: (6 15) lots of 25 tennes.

SUGAR

LONDON DAILY PRICE—Raw augar F37 of 1990 (F1) a tenna of Sept-Oct streament. White sugar daily price £102 09 (£110 00) The three memby positions soon reached new life-of-contract tows. A small recovery was little affected by the FCF referse for export of 74,500 tonnes of waite sugar and 700 tonnes. best raw sugar, reports C. Czarnikow No. 4 Yesterday Previous : Business Gon cicse close done tract

Oct 27,7-9, 9100,00-00,50 (81,00-98,50 (47,0 Oct., 105,75-7- 68 (25,58 25,25 125,58-24,78 4an., 127,79-59,00 127,25-32,06 --Sales 3,038 (2,001) lets of 80 tonnes.
Tate and tyle delivery price for cuantisted board white sugar was \$100.00 (same) a tonnic for hemo trade and \$100.00 (sales) at confic for hemo trade (international Sugar Agreement (U.S. can't per transp.) fob and stowed Caribbean poins Frincis for August 30: Daily once \$16 (6.77): 15-day average 6.67 (6.75).

**WOOL FUTURES** 

Anstration tends per kg Oct 520.0 521.0 527.0 520.0 Dec 523.0, 524.0, 524.6 522.0 May 526.0, 523.0, 530.0 528.6 May 512.0 534.0, 523.0-532.0; pay 540.5 341.0, 541.0; Oct 533.0, 535.0, pairsided, Dec 534.0, 535.0, 536.0 May 536.0, 550.0 untraded, 53643.82 Salas: 82 LONDON NEW ZEALAND CROSS-BREDS—Clota (in order buyer, seller, businass) Niew Zealand cents der kg. Oct 360, 370, 381; Dac 374, 377, 375; Jan 331, 383, 381, 579; Mar 289, 391, 331, 383, May 397, 328, 339, 397; Aug 406, 412, 409, 408; Oct 408, 414, 410-403; Dec 412, 417, 415,414; Jan 415,

### PRICE CHANGES

	Sept. 1 1982	+ or	Month ago	. C
Metals Aluminium Free Mkt	.5960/190	5	£810.915 \$846/876	2 3 9
Cosper	2847,5 £804 £824 \$402,5 £297 £308,25	+5 +5 -11 -45 -35	£866.5 £832.5 £848.5 \$345.5 £301 £311.75	97 00 11 00 15 M
Platin'mtr oz'y Freemkt Quicksilverf Silver troy oz 5 mths In Cash 3 mths Ungste n22,9 lb	£260 £181.70 \$368.370 448.00, 459.50; £7542.5	-5.45 +5 -2.2 -2.0 -22.5 + 17.5	£165,40 \$\$55:\$\$5 392,85p 403,85p £7000	7/ 3/ 87 A
Wolfrm 22,49bs Zinc Cash 3 mths Producers	£428,25 £431,75	+7.25 +8.25		8
Oils Coconut : Phili Groundnut Linzeod Crude Palm Malayan	5570u	-102	•	Di 61 Au
Seeds Copra Philip Soyabean (U.S.) Stains		+0.5	5295 5250,5	57 Ju
Barleyfut, Nov. Maize Wheat Fut.Nov. No.2HardWint	£136.00 £113.90		2108.95 2113.85	M 26
Other commodities Cocca ship't' Future Dec	£993	+16	£918.5 £921	Ju No

INDICES FINANCIAL TIMES

Aug. 51 Aug. 27 M'th ago Y'ar ago 229.60 229.58 230.97 256.70 (Base: July 1 1952 - 100) Sept.1 Aug. 31 M'th ago Y'ar ago 1526.9 1525.9 1548.2 1644.2 (Base: September 18 1831 - 100)

100,2 100,1 1005,8 1023,0 (December 31 1931 - 100) DOW JONES Dow Aug Aug Month Year Jones 31 30 ago ago Spot 125.72 125,74 123.64 Futrs 129.07 126,71 126.81

Aug. 31 Aug. 31 M'th ago Y'ar ago

MOODY'S

420, 417-418; Mar 418, 425, 421, Sales: LIVERPOOL—Spot and shipment sales amounted to 16 tonnes. Limited dealings ensured without stuch pressure for supplies. Users appeared to have astraked their immediate press in steady busing during the past coucie of weeks. Minor support cast in South American and African-

#HDES—Burningham: the market was firmer. Second clears. Ox: 31.35 5kg, 59.1p a kg (59.0p a kg withdrawn): 25-30.5kg. 96.0p a kg (64.4p); 22-25.5ks. 70.2a a kg (69.3p). Light cows: 25.5kg. 89.3p a kg (67.2p w.thdrawn).

LONDON POTATO FUTURES—The market continued quiet with prices rising slowly, reports Coley and Harper,

POTATOES

### for natural disaster assistance, the end of September,

of south and western Australia.

these animals had to be

According to Mr Nixon: "In

protected.

AMERICAN MARKETS NEW YORK, Sept. 1.

Gold and silver came under pressure from lon liquidation prompted by upward pressure to interest rates. Copper was featuraless but lightly supported by commission houses. Cacos railied on light commission house buying. Coffee was under pressure from profit taking. Suger attracted light buying interest on the failure to attract fresh salling. Cotton recovered on local short covering. Wheat relied on the good absorption of deliveries. Maize was mixed with supports to the nearbys on technical buying, reported by Heimold Commodities.

## Sec. 71.20, Jan 71.80, Mar 72.95, May 4.10, July 75.25. Sales: 8.500.

\*\*Plations—Oct. 319.0-321.0 (317.1).

## 327.0 (324.6), April 334.5, July 43.0, Oct. 352.0.

\*\*Potations (round whites)—Nov 57.0
## 75.0, Feb 67.0 (56.5). Mar 76.0.

## 175.0, Feb 67.0 (56.5). Mar 76.0.

## 175.0, Feb 67.0 (56.5). Mar 76.0.

## 175.0, Feb 67.0 (56.5). Mar 76.0.

## 1838. Sales: 1.035.

## 1838. S -597.00-599.00 (595.00-800.00).

CHICAGO, Sept. 1.
Lard—Chicago loose 21.25 (sems).
Live Cattle—Oct 51.47-61.80 (61.65), loc 61.80-61.95 (61.67). Feb 61.40-1.60, April 61.80-61.90, June 62.65, ug 65.20.

(160.7), Oct 180.3-180.1 (160.3), Dec 184.8-185.0, Jan 167.5-167.8, May 174.0, July 170.5-170.8, Aug 177.0-177.5, Sept 177.0-177.5, Sept 177.0-177.5, Sept 177.0-177.5, Soyabean OII—Sept 17.40-17.43 (17.25), Oct 17.53-17.55 (17.77), Dec 17.95, Jan 18.20-18.18, Mar 18.50, May 18.70-18.80, July 18.20, Aug 19.35-19.40, Sept 19.60-19.65, Whyberd—Sept 3832-2344), Dec 3802-3803, (3563.), Mar 3781-378, May 386, July 387. July 387.

WINNIPEG. Sept. 1.

\$Barley—Oct 101.9 (101.7). Dec 102.1
(101.5). Mar 107.1, May 108.5. July 109.9.

All cents per pound ex-warehouse

| Copper—Sapt 62.30-62.70 (62.50), | Copper—Sapt 62.30-62.70 (62.50), | Copper—Sapt 62.30-62.70 (62.50), | Copper—Sapt 62.30-62.70 (62.50), | Copper—Sapt 62.30-62.70 (62.50), | Copper—Sapt 62.30 (62.50), | Copper—Sapt 6 11Cocca—Sept. 1379 (1400). Dec. 1475 (1477). March 1527, May 1584, July 1601, Sept. 1638. Seles: 1.005. Coffee—"C." Contract: Sept. 133.80-134.00 (132.75). Dec. 128.75-128.90 (125.76). March 118.21-118.40. May 13.00-113.20. July 108.25-109.75. Sept. 105.00-106.50. Dec. 102.50-102.51. Seles: 1,752. Coffee—No. 2: Oct. 63.60-63.75

Dec. 81.80-61.95 (61.67); Feb 61.40-61.60. April 61.80-61.90. June 62.65. Aug 61.20. Live Hogs—Oct 62.00-62.10 (61.75). Sales: 3.500. Heating Oil—(cents per U. S. gallon): Sept 53.75-94.15 (32.90). Oct 34.30-57.10. April 52.97-53.05. June 52.80. July 51.55-51 85. Aug 48.70. (225-). July 51.55-51 85. Aug 48.70. (225-). Dec 229-229-2 (229-). Mar 245-245-2. July 251-251-2. Sept 130.50. April 30.00. May 90.50. Orange Juice—Sept 130.56 (130.90). March 94.00. April 30.00. May 90.50. Orange Juice—Sept 130.56 (130.90). March 94.02. April 33.90. July 134.40-134.50. Sept 33.70-133.70. Seles: 750. Sept 135.70-133.75. Seles: 750. July 78-05-78.30. Aug 75.47. 18-05-78.30. Aug 75.47. Seles: 750. Pletinum—Oct 315.0-318.0 (314.5). Jan 324.0 (32.77). April 335.0 July 33.40. (32.77). April 335.0 July 33.70. Seles: 750. Sept 157-2.830. May 804. July 619-2. Sept 617-2. Nov 620-3. (408.1), Dec 418.7-419.5 (419.1), March 43.0. June 443.3, Sept 456.9.

### **EUROPEAN MARKETS**

Closing prices: Nov 57.80, +0.40 (high 58.10, low 57.50); Feb 67.10, +0.50 (67.20 only); April 77.20, +0.80 (high 77.40, low 77.00); May 87.30, +0.40 (high 87.40, low 87.00); Nov 86.20, unchanged (unraded). Turnover: 112 (7) lots of 40 tennes.

SMITHFIELD—Pance per pound.
Beel: Scotch killed sidar 79.0 to 84.0;
Ulster kindquerters 98.0 to 100.0, forsiquerters 97.5 to 59.5; Veal: Dutch kinds and eads 128.0 to 130.0; Lamb: English small 82.0 to 87.0, maduum 60.0 to 64.0, heavy 56.0 to 80.0; Scotch medium 57.0 to 61.0, heavy 56.0 to 58.0; Imported—New Zesland PL 58.3 to 50.0, PM 58.0 to 59.5; PX 58.0 to 57.5; YT 58.0 to 59.0; Pork: English, ander 100 ib 37.0 to 52.5; 100.120-ib 44.0 to 51.5; 120.160 ib 40.3 to 49.3; Grousse: Young, best (each) 220.0 to 230.0 Old (sech) 160.0 to 200.0.
GRIMSSY FISH—Supply good,

### ROTTERDAM. Sept. 1.

Whest—(U.S. \$ per tonne): U.S. No Two Red Winter Sept 142 U.S. No Three Amber Durum Sept 162. Oct 168, Nov 171, Dec 175. U.S. No Two Northern Spring 14 per cent Sept 172:50, Oct 173:50, Nov 177:50, Dec 173:50, Nov 177:50, Dec 173:50, Nov 177:50, Dec 173:50, Oct 177:50, Nov 177:50, Oct 177:50,

Apples New Zeelend: Granny Smith 11.50-12.00; U.S.: 18 kg Red Delicious, 10.00-14.00; French: 18 kg 3.90-4.10, 9 kg 2.00-2.10. Pears French: 28 ib 10.00se Williams 3.40-3.00. tray peck 19 2.40-2.50; Ithliam: Per pound tray pack Williams 0.14-0.18; Spanish: Per pound 0.14-0.18. Peaches - Lidlen: Lateg tray 1.60-2.40; French: 1.40-2.50. Plums—Italiam: Stanley 20 ib 2.80-3.00. 20 ib Giant 2.80-3.00; French: President. 44.0 to 51 5, 120-160 ib 40.3 to 43.3; Grouse: Young, best (each) 220.0 to 230.0. Old (sach) 160.0 to 230.0. Grisses: Young, best (each) 220.0 to 230.0. Old (sach) 160.0 to 230.0. Grisses: Young best (each) 220.0 to 3.40, bunch 0.05-0.10. Courngatus—Per 25-28 ib 0.80-140.0 to 25.0 to 2

## \$200m floating rate issue from Bankers Trust NY

. BY ALAN FRIEDMAN

BANKERS TRUST NEW YORK, in light secondary trading. The of floating rate Euronote paper bearing an interest margin of per cent above the mean of the bid and offered three-month London interbank rates.

The 12-year paper carries a 5 per cent minimum coupon and is lead-managed by Bankers Trust and Morgan Stanley. This is the first time since 1965 that Bankers Trust has offered a Eurobond

In the U.S. bond market. meanwhile, Australia has announced a \$400m two-tranche Yankee bond; the first portion matures in 10 years and the second \$200m carries a 25-year maturity. Morgan Stanley is

Prices of Eurodollar bonds clients and yesterday gained around 1 point additional fee.

BY OUR FINANCIAL STAFF

Pabst Brewing was withdrawn

in July after running into

trouble with the Justice Depart-

ment, yesterday disclosed a

fresh plan for a change of con-

trol at the Milwaukee-based

· He said that his Shareholders'

Committee to Revitalise Pabst has filed with the Securities and

Exchange Commission its "in-

tention to solicit consent of

Pabst shareholders for the re-

moval of the present board and

its election of the Committee's

nominees. Mr Jacobs and three

associates hold about 14 per

: In Minneapolis yesterday, Mr

Jacobs also said that if he and

cent of Pabst's 8.2m shares.

New Jacobs move to win

control of Pabst Brewing

MR IRWIN JACOBS, the dissi-dent shareholder whose bid for In their filing to the SEC.

his associates succeed in their ing, a move launched to thwart plan, they intend to take Pabst Mr Jacobs.

the minth largest U.S. bank, is market's attention was focused raising \$200m through the issue upon this week's new issues for Maniteba, Bank of Tokyo and Compagnie Financiere de Parabas. The Bank of Tokyo 13; per cent seven year bonds were said to be selling rather well: pre-market prices were reported to be 99; to 99; against an issue price of par.

The Bank of Tokyo deal involves an interest-rate swap whereby a counterparty agrees to service the 135 per cent fixed-rate interest and the Bank of Tokyo takes over the counter-party's floating rate debt. It was learned last night that the main intermediary for the counter-party is none other than Bankers Trust. The U.S. bank is passing the 131 per cent Bank Takyo rate to one of its and carning an

the Committee said that if its

nominees are elected to the

board of Perst it plans to begin

"immediately" a lender offer by Pabst for 4m of its own

common shares-or about 49

per cent of the islal equity—

Mr Jacobs said the Committee

would tone offer some combina-tion of cash debentures and

equity with at least \$21 a share

comprising securities for the

Mr Jacobs' precious offer for

the Pobst equity was to have

been in the form of a tender offer of either \$22 or \$24 a

share, depending on whether

the browing compay completed

a merger with Olympia Brew-

rest of Fabst's equity.

at 623 each.

Bankers involved in the deal maintained, however, that the \$200m floating rate deal for Bankers Trust is not connected to the interest rate swap deal with Bank of Tokyo, despite the coincidence of timing.

The Euro D-Mark bond market closed unchanged last night while the Swiss franc sector was slightly improved amid moderate trading activity. convertible bond is being placed privately for Itoman, the Japanese textiles group. Banca del Gottardo is arranging the

placement. In the European Currency Units market an ECU 30m 10year issue is out for the Council of Europe through Societe Generale. The coupon is 134 per cent and the paper may be called back by the borrower after the sixth year at 102.

### Another heavy loss at Wickes

By Our Financial Staff

A LOSS of \$566,000 for the second quarter of this year is reported by Wickes, the Los Angeles-based retailer and manufacturer currently operating under Chapter 11 of the Bankruptcy Acis. Wickes turned in a loss of \$258.3m for fiscal; 1982 and a \$156.4m deficit for the first quarter of this year. Mr Sanford Sigoloff, chairman. said yesterday that he expects

to be able to report continued improvement throughout the remainder of the year. In last year's second quarter, Wickes earned \$1.6m or 7 cents a share. For the first six months. Wickes has lost \$157m compared with a profit of \$4.6m, sales have fallen only modestly. Mr Sigoloff said that the board

will be taking a number of habilitative programmes" to the company's creditor committees in the near future.

### FT INTERNATIONAL BOND SERVICE

The list shows the 200 latest international bond issues for which an adequate secondary market exists. For further details of these or other bonds see the complete list of Eurobond prices which will be published next on Tuesday September 14. Closing prices on September 1 will be published next on Tuesday September 14.

war oe paorisiea a	EWI OH	ruesuas peptember
U.S. DOLLAR		Change on
STRAIGHTS	Issued	Bid Offer day week Yiel
Astra Life 15 86/97	150	104:2 105 +04 -0-: 13.1
Amax Int. Fin. 163, 92	75	101% 101% D -0% 15.8
Amex O/S Fin 144 89	75	99, 100, +0, -0, 14.2
ATT 1414 89	400	1041 1051 -01 -01 13.0
Baver Int. Fig. 0 0 92	225	271 281 -01 -0 14.4
BHP Finance 144 89	150	991 100 +01 -01 14.7
B1. Amer. NT SA 12 87	200	964 964 -04 -02 10.0
By, Montreal 141, 87 .	100	981 991 -0 - 07 14.7
Baue, Indo Suez 15 89	100	100 10004 -04 14.8
Eque. Indo Suez 15 89 British Col. Hyd. 14% 89	200	1034 1044 61, -01 13.1
British Col Hyd. 154 92	150	105% 106% +0% -0% 14.0
	7 <del>5</del> 0	104 1041, -01, -01, 13.0
Constair 154, 87	150	1041, 105 -04 -07, 12.5
Canadian Pac. 14° 22	75	100% 100% -0% -0% 14.4
Can. Pac. Sec. 15 89	13	993, 1004, -01, +03, 14, 9
CIRC 15 87	100	1004 1004 +04 -04 15.7
Citicorp 0/5 15 84/92	100	1011, 102 -01, -01, 13.5 1021, 1027, -01, -01, 14.0
Citicato U/S 15", 89/9/	725	1021, 1021, -01, -01, 14.9
ENA 157 97	75	105 106 - 02 - 1 14.5
Con. Illinois 154 89	100	977, 983, -01, -04, 16.1
Deutsche Bk. F. 144 89	300	100°, 101° - 0°, +0°, 14.0° 103°, 104°, 0 - 0°, 14.4° 101°, 101°, +0°, +0°, 13.7°
11.ke PWL 1/3 177 07	90	103 104 0 -6 14
Du Port 141, 89 WW	200 80	1014, 1014, 704, -01, 13.4
ECSC 144 87 (April) .	150	1021, 1621, 0 -07, 13.9
EIB 15:2 89	100	104: 105 -0: -1: 14 2 104: 105 -0: -1: 14 5
EIB 154 92	50	1011 1011 -01, -1 14
Eksportimens 14-2 89	400	30: 30: +0: -0: 12:
Gen. Elec. Credit 0.0 92	400	30°, 30°, ÷0°, =0°, 12°, 26°, ±0°, =0°, 13.4
Gen. Elec. Credit 0.0 92 Getty Oil Int 14 89	125	
CHAC DIS 154 85/97	100	103; 103; -0; -0; 13; 15; 16; 16; 16; 16; 16; 16; 16; 16; 16; 16
GMAC O/S 154 85/97 GMAC O/S Fin. 15 89 GMAC O/S Fin. 15 87	125	1037, 1037, -0%, -0% 14 (
GMAC O/S Fm. 15 87 Gulf Canada Ltd 14% 92	100	1023 1034 -04 -13 14.6
Call Capada Ltd 19% 74	100	1021, 1031, -0., -01, 14 1
Gulf Oil 141, 94		101: 102 -0% -1 133
	300	
	75	1041, 1041, -0-, -0- 13
Maria Ritherwick 10% 67	75 75	106's 106's ~C', -0', 14.5
Nova Scotia Pr. 154 89	75 150	101 101; +7; -0; 14; 105; 105; +0; -0-13; 105; 105; -0; -0-11;
Ontario Hydro 144 89 . Ontario Hydro 15 92	150 150	1051 1051 -01 -0 12
Ontario Hydro 13 32	45	1013 1025 0 -03 145
Par. Gas & El. 157, 89	200	4641 4601 A.C.) D. 15.7
Phillips Petrol 14 89 Saskatchevan P. 15 92	150	1071, 1027, -0-, -0-, 127, 1021, 1027, 1027, 0 -0-, 173, 1027, 101, -01, 0 137, 1031
Shell Canada 14/s 92 Supercor O/S Fig. 14 89	125	1027-1027- 0 -0175
Saeli Canada I- 14 89	125	100: 101 -01, 0 13
		1031, 1021, -01, -01, 14 3
Swed. Exp. Cr. 12% 90 Swed. Exp. Cr. 0.0 34 Telas Eastern 15% 83	100	100', 100', 0 -0', 145' 21', 21', ~6', -6', 12' 102', 103', 0 -6', 12'
Swed Exp Cr 0.0 34	200	211 21 4 ~ 6 3 - 9 1 14 1
Teins Eastern 15% 89 .	60	1021, 1031, 0 - [ 12.5
		102 103 - 0 13 9
Wal's Fargo (cf '5 6/	15	1023 1035 - 0 12 0
World Bank 14 of	3.0	1021, 1071, -0., 0 15 5 1021, 1071, -0., -0.1 14 5 1071, 1071, -01, -0., 17 1 1051, 106, -01, -01, 13, 6
World Bank 151, 88	250 250	105- 106 -0', -0', 10.6 103', 102'0', 10', 12.6
World Bank 15 87	250 150	104 10 0 C 13.5
World Benk 15 88	nes O:	day -0-, on weer -C-;
Massia bure cusus		
DEUTSCHE MARK		Change on
STRAIGHTS	Issued	Bid Offer day week Yeal

Average price changes, .On day = 0% on weer = 0%			
DEUTSCHE MARK	Change on ued Bid Offer day week Yield		
Asian D. Bk. 9'4 92(Ap) 15			
Asian D. Bk. 94 92(Ag) 15	NO 1021 106', 0 0 8 33		
Austria 81: 32 10	0 96' 97' 0 +0 3.34		
Barclays O/S In. 8% 94 10	0 96:, 97 -0., -5', 8.92		
Sowater Int. Fin. 81, 89	0 95: 96: -6, -6 9.36		
Caisse Not. Tela. 9-2 92 10	0 101 102 - 0 2 9 20		
Canada 812 89 20	0 102 103 0 -9 7.94		
Comp. Tel. Esp. 10-, 92 10	un		
Cred Foncier 84 92 10	no one one one or the correction		
Denmari 10-a 92 10			
Manings, and as	0 100 101 0 -0. 4.69		
EDL 2.8 37			
	0 981 991, 0 -0 973		
IntAm. Dev Bl. 3 92 15 Nacri Financiera 11 90 15			
Nacri Financiera (1 30 1			
Norsk Hydro 81, 92 10	N 384 204 0 0 4.74		
Shine Lamos B2 92 14	0 101, 101, -0, -0, 826		
Philip Morris 3's 90 10	0 100% 101% +0% +0% 9.01		
Quabec 104 92 12	0 1024 1034 0 -6- 9.51		
Renfe 19 92 "	0 99, 100, 0 +0, 10 03		
duc∈ \$5.9?	0 961, 971, +01 +01, 971		
7co Int 3 92 19	0 991, 991, -01, -01, 907		
World Bank 91, 89 10	0 101: 162 -0', -0', 914		
	0 97: 92 +6: +6: 826		
. Average price changes.	On day 0 on week +0.7		
	Change on		
SWISS FRANC			
	ped Bid Offer day week Yield		
Air Canada 64 92 10	0 102, 102, +0, -0, 5.93		
Asian Day Bank / Jan. 19	0 991, 99: 0 -61, 7.08		
	0 98', 98', 0 0 5.96		
Sidnered Nuclear 6's 92 10	1021, 1021, -71, -71, 516		
Europarat 74 92 10	0 101: 101% +0% 9 7 91		
Ind. Fund Finland 6 k 92	ny 99:,99',−0',±0',€80		
Japan Dev. Bank 6 94 10	0 101: 101: +CC. 533		
Kansai Et Power 6% 92 10	0 101% 101% - 01, -01; 5 50		
7 7 7 7	5 102 102 + +0', +5', 0.70		
Kobe City 61 92 10			
tanaba lat F.C. II i 6	90 94*, 95°, 0 −6°, 826 70 101°, 101°, ∸0°, ÷0°, 691		
Mont Blone lutt. / L -/L -			
Magnes 21, 47			
Natomas O/S F. 7: 90	5 102's 102's +0's +G's 7 14		
	D 101 101 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1		
New Zealand 6 92 10	n 1024 1024 +01 -01 5.64		

World Bank 7's 92 Average price chang	700	1033	1031	-8-	-0.	0.7
YEN STRAIGHTS EIB 84 92	15 15 9 15	97% 101 96 991,	98'a 101'a 101'a 100'a	Charts day 1 + 0'; + 0'; 0 + 0'; 0	~ 0: - 0: - 0:	Y ield 2.59 8.64 8.27 8.35
Average price chang			÷0.	CR W	sek O	

Change on
OTHER STRAIGHTS

Boll Canada 16 89 CS

Br. Col. Tel. 174, 88 CS

Can. Pac. S. 164, 89 CS

Can. Utilities 17 87 CS

Goz. Metro 174, 90 CS...

O. Hyd 164, 89 CS

O. Hyd 165, 89 (M) CS

OXB 16 28 7 (A) Fl

T5

OXB 16 28 7 (A) Fl

T5

OXB 16 28 7 Fl

T5

OXB 16 28 7 Fl

T5

OXB 16 28 FFr

Semelicial 144, 90 f 10)

Solvay et C. 144, 86 FFr

Semelicial 144, 90 f 10)

Solvay et C. 144, 86 FFr

Semelicial 144, 90 f 10)

Solvay et C. 144, 86 FFr

Semelicial 144, 90 f 10)

Solvay et C. 144, 86 FFr

Semelicial 144, 90 f 10)

Solvay et C. 144, 86 FFr

Semelicial 144, 90 f 10)

Solvay et C. 144, 86 FFr

Solv Change on
OTHER STRAIGHTS Issued Bid Offer day week Yield

Reed (Nd) NV 16% 89 E Royal Trusted 14 96 E . SDM France 151, 92 E . Swed Es Cr. 13% 86 E Tenneco Int. 14% 87 E Surtima 10% 87 Lucfr E18 3% 88 Lucfr	12 30 20 30 500	102 104 102 101	103 14 105 2 103 1 101 7 98	4 + 0- 4	-01 -05 -05 -05 -05 +05	12.81 14.41 12.75 14.32 11.11
FT.OATING RATE	_				_	
	pread				C.cpn	-
Allied Insh 5% 92	0,*				15.69	
Rt of Tokya 5% 97 (D)	۵Ļ	99:	100:	8/12	15	15.23
B. Nova Scotia 54 93	0÷r	58%	994	29/10	757.	75.28
8505 5% 88	04			28/10		15.04
8FC= 54 87	O₁≅		1004		14	14.60
Caisse Nat. Tole 54 90				21/10		75.79
CCC3 54_23 <b>02</b>	Δ,*·			11/12		75.51
CSP1.1E St. 92	014			10/12		15.36
Chamical NY 5% 94	‡0°4			23/9	16.69	16.86
Gieder Anticole Sie 97 .	8:4			24/9	15.41	15.52
Gred to Ju Nord 5% 92 .	014			23/12		16.73
Tracket Leonnais 5% 27	032			1/10		16.06
Credit Lionnais 54 94 .	0.4			1/1		16.79
Credit Nat. 5% 94	‡0 <sup>1</sup> 4	334	33.7	9/9 25/11	14.69	14.92
Pane die Oarke 5% 92	014					15.33
- Mangaling - Ograe - Organia - Mounde - Eurober - St. 93		257	100-1	6/11 29/10	17.31	17.19
Cons Term Seed, 5% 92	60:4	32.5	997	29/11	107	14.68
J P Memon 51, 97	601	99:	991.	12/11	12 94	13.00
Nes. West. Fin. 5- 91	\$0°2			15/1	15.	75.16
New Zealand 5% 87 .	, O1.			7/10		15.58
Hopena Credit 54 99 .	0:			10/2	13	13.88
Offshore Mining 54 91	Õ.			2/12		14.19
P: ba ker 5 07	ŏ÷.	100	1003	17/12	15 81	15.73
Scotland int, 5% 92	Ö-,			23/9	75%	15.55
Sec Pacific Sig 91	01,	991,	100:-	24/13	15	15.02
Societe Generala 54 95	04	99	391.	1/9	15.31	15.43
Standard Chart 5% 91	O,*	90:	100	18/11	74°	14 91
Swedoh 51, 29	D24	987,	951	26/8	15 31	15.45
Turon'o Domin'n 5% 92	O-	981	981	11/2	14.31	14 53
Average price chang	ges	On d	ay 0 o	n wee	k –64	
COMPERTIBLE	Cmr	Cnv.	•		Chq.	
CONVERTIBLE BONDS		price	Biel	Offer		Prem
		933		83	-	70.95
Appromoto 5% 96 30w Villey Inv. 8 95 .	//87			, 537 , 58		47.43
Bridgeslone fire 542 98	3/93	470	241	854	+01	1.78
Canon 54 35	1/81	736.3	106	107%	+6.	11.06
Carca 7 97	7/82	748.2		1185		7.32
Caren 7 37	7/82	709.6		11G1		2.72
Fulltsu Farms 44, 96	10/81	5641		. 33%	÷2%	32.56
Furniama Elec. 54 96 .	7/81	300	38	83%	-2:2	-4.39

Average price chan	-					
CONVERTIBLE	Cmv.	Cnv.			Chg.	
CONVERTIBLE BONDS	date	price	Bıd	Offer	day	Prem
Арломсtа 5% 96				83:-	+17	70.95
30 Villes Inv. 8 95 .	A/R1	23.12	964,	98	+0-,	47.43
Briagesione Tire 5-2 95	3/82	470				1.79
22-50 5% 95	1/81	736.3	106	1074	+6.	11.06
Caren 7 37	7/82	748.2	116%	1185	±5:,	7.32
Chuga, Pharm, 74 36	7/82	709.6				2.72
Fulltzu Farne 44 96	10/81	5641				32.58
Furukowa Elec. 54 96	7/81	300	38	834	-2:2	-4.39
Hitach Cable 54 96	2/82	515				6.12
Histochi Gred, Cpr. 5 98	7/81	1612				16.16
Hor da Motor 51, 97	3/82	841				9.80
towasaki 5% 96	9/81	229				19.60
43:31 S 95	7/81	846.4				7 36
И-перес Б°₂ 92	10/82	826.4				27.81
Minc'ta Camera 5 96 .	10/81	8.16	198	991,	÷ 16%	7.47
Minorco 34 97	5/82	2168	70	71:2	-3-	32.02
ไปบราทา 5½ 96	7/81	188				-13.77
grik 61, 95 Nicomi Electric 51, 97 i	7/81	846				14.12
Niconii Electric 5% 97 I.	. 2/8Z	1205	73',	79.	+1	7.56
Gaigus Financo 🖼 37	3/82	652				12.65
Sings Electric 5 35	10/81	577.3				2.23
Sumitomo ĉlea, 51, 97 l			594	607,	+1	47.94
Sum tomo Mat. 5% 98						2.43
konshireka 6% 83 <b>DM</b>	6/82	615				15 98
Mittablishi H 6 89 DM	2/82	263	8314	90%	-0°	33.47
* No information as	enilah'	'aa'4	w-sus	day	1 C'.C	٠.
				,		

ght Bonds: The yield is the yield to redemption of the Floating Rate Notes: Denominated in delers unless otherwise indicated. Coupon shown is minimum. Clotis=Date next roughn becomes effective. Spread=Margin above rest notes for U.S. dollars. Clept=The current scapon. C.vid=The current weld.

Convertible Bonds: Denominated in deliats unless otherdivertible Bonds: Denominated in Schlers Unless offer-wise indicated. Ong. day # Change in day. Chy. or cate first date for conversion into shares. Chy. or cate Nominal amount of band per share accessed in currency of share at conversion rate first or issue From # Percentage promium of the current effect we prise of accounting shares wie the bond over the most recent price of the phares.

🚭 The Financial Times Ltd. 1982. Reproduction in whole or in part in any form not permitted without written. Net co consent, Data aupplied by DATASTREAM international. | 1 Liss

### Marietta counterbid rejected by Bendix

THE BENDIX Corporation board has rejected as grossly inadequate Martin Marietta's cash tender offer for just over half of Bendix's shares at \$75

The bid was announced on Monday, in response to an unwelcome offer last week by Bendix the maker of motor parts. aerospace components and other industrial products. to acquire control of Martin Marietta, the diversified aeso-

space group. Meanwhile, Martin Marietta vesterday turned to the courts as part of its all-out effort to halt the takeover bid from Bendix. It filed a suit in a Maryland federal court was illegal and would cause 'irreparable harm" to Martin Marietta's customer base and shareholders. The suit claimed \$100m in damages against Bendix.

Martin Marietta made It clear, however, that it was not actively engaged at present in takeover talks with other companies, but was reserving all its options.

Mr William Agee, chairman of Bendix, sald the Bendix offer was "the proper means for achieving what now appears to be our common aim of combining the two

companies."
He added: "We are determined to push our transaction through to completion. If Martin Marietta persists in its diversionary scheme, we will acquire more than 50 per cent of Martin Marietta's shares in our initial cash offer." In connection with this, the

company filed a pre-merger notification under anti-trust laws which would allow it to acquire more than 50 per cent of the shares in its tender offer compared with its original offer for 45 per cent. Martin Marietta is trying to encourage Bendix share-holders to accept its bid quickly, by offering a generous \$75 a share, for just over half of Bendix's shares,

followed by a paper offer for the rest, which may be worth no more than about \$55 a Bendix said that this was blatantly discriminatory and unfair." It also indicated that it was starting litigation

against the company

Bendix shares closed last night at \$56.5, down 50 cents, while Martin Marietta shares closed unchanged at \$40, Martin Marietta said Mr Charles E. Hugel has resigned from its board, Reuter reports became president of Com-bustion Engineering. Marietta the marketplace" between Marietta and Combustion was the reason for Mr Rugel's

#### N. AMERICAN **QUARTERLIES**

Second quarter Ference feet profits Feet parties Feet profits	\$ 107b	4 - S
Net profits	20 2m	1.76bn
'ie: per share	1.77	1.08
Six months	276-	
Net araits	36 7m	23 3m
Reserve	3 :7	1.79
AUTOMATIC DATA PR		
MUIONALIC DATA PR	7981-82	
Fourth quarter	•	• i
Reserve	173.3m	147,8m
. 1181 7101/15	75 4m	:3 8m; /
Year	0 40	0.43
Peratus Not trofits Tel per share	669 3m	5 <b>58.4</b> m
Ter mer share	5/ 8m	47.4m
AVNET		
Eastell assessed	1981-82	
Fourth quarter	273.2m	279 Am
Net prolits	13.2m	12.1m
Fourth quarter Pevente Net profits Year share Year	0 76	0 70
76:6786	1 11bn	1 076-
Net profits	56.1m	57 3m
Tear Pare	3 21	3 23
BANK OF NOVA SCOT	A	- 1
	4704 05	1980-81
Third quarter Net profits Not per share Share months Net profits Net profits	C5	CS_
Ast per share	1 36	1.31
Nine months		
i Net 2/2015	193.3m 4 18	180 5m }
	4.79	
CONSOLIDATED FOOD	<u> </u>	}
	1001_97	1980-81
	190,000	
Fourth quarter	\$ 1.74hn	5 1 41bn
Fourth quarter Revenue Vet profits	\$ 1 74bn 50 9m	5 1,41bn 44.2m
Fourth quarter Revenue Net profits Let per allera	\$ 1 74bs 50 9m 1.74	5 1,41bn 44.2m 1.50
Fourth quarter Revente Vet profits Let per allora Vest Revente	\$ 1 74ba 50 9m 1,74	1,41bn 44.2m 1.50
Fourth quarter Rejente Vet profits Fet per a fore Year Year Year Tellority	\$ 1 74ba 50 9m 1,74	1,41bn 44.2m 1.50
Nat profits	\$ 1.74bn 50.9m 1.74 6.04bn 156.7m 5.49	5 1,41bn 44.2m 1.50 5 6bn [40 3m 4 67
Nat profits	\$ 1.74bn 50.9m 1.74 6.04bn 156.7m 5.49	5 1,41bn 44.2m 1.50 5 6bn [40 3m 4 67
Nat Durity Nat Durity Nat Dur Share	\$ 1.74bn 50.9m 1.74 6.04bn 156.7m 5.19	5 1.41bn 44 2m 1.50 5 6bn (40 3m 4 67
Nat Durity Nat Durity Nat Dur Share	\$ 1.74bn 50.9m 1.74 6.04bn 156.7m 5.19	5 1.41bn 44 2m 1.50 5 6bn (40 3m 4 67
Nat Durity Nat Durity Nat Dur Share	\$ 1.74bn 50.9m 1.74 6.04bn 156.7m 5.19	5 1.41bn 44 2m 1.50 5 6bn (40 3m 4 67
Carenue Levitz Furniture Levitz Furniture Second guarter Peranue Let profits Let profits	\$ 1.74bn 50.9m 1.74 6.04bn 156.7m 5.19	5 1.41bn 44 2m 1.50 5 6bn (40 3m 4 67
Calende Vat profits Nat per share  LEVITZ FURRITURE  Second quarter Paranae Vat profits Vat per anare Six months	\$ 1.74bn 50.9m 1.74 6.04bn 156.7m 5.49 1982-83 \$ 116.9m 1.18m 0.29	5 1,415n 44.2m 1.50 5 6bn (40.3m 4 67 1981-82 5 120.7m 1 9m 0.45
Second quarter Parameter Second quarter Parameter Net profits	\$ 1.74bn 50.9m 1.74 6.04bn 156.7m 5.49 116.9m 1.18m 0.29 221.9m	5 1,415n 1,450 1.50 5 6bn (40 3m 4 67 4 67 1981-82 120 7m 1 9m 0.45 242 7m
Calende Vat profits Nat per share  LEVITZ FURRITURE  Second quarter Paranae Vat profits Vat per anare Six months	\$ 1.74bn 50.9m 1.74 6.04bn 156.7m 5.49 1982-83 \$ 116.9m 1.18m 0.29	5 1,415n 1,450 1.50 5 6bn (40 3m 4 67 4 67 1981-82 120 7m 1 9m 0.45 242 7m
Calenda Vat profits Nat per share  LEVITZ FURRITURE  Second quarter Paranae Vat profits Vat profits Six months Reseaue Vat profits	\$ 1 74bn 1.74 6.04bn 1.56 7m 5 .59 116.9m 1.18m 0.221.9m 755,000 0 18	5 1,415n 1,450 1.50 5 6bn (40 3m 4 67 4 67 1981-82 120 7m 1 9m 0.45 242 7m
Calenda Vat profits Nat per share  LEVITZ FURRITURE  Second quarter Paranae Vat profits Vat profits Six months Reseaue Vat profits	1 74bn 50 9m 1.74 6.04bn 156 7m 5 .59 116.9m 1.18m 0 29 221 9m 750,000 0 18	1,416n 44 2m 1.50 5 66n 4 67 4 67 1981-82 120 7m 1 9m 0.45 242 7m 4.03m 0.95
Country Lat profits Not per share  LEVITZ FURRITURE  Second quarter Paranac Lot profits Not per share Six months Revenue Longs DRUG STORES	\$ 1 74bn 50 9m 1.74 6.04bn 156 7m 5.39 1982-83 116.9m 0.29 221.9m 0.18	5 1,415n 1.42 m 1.50 5 6bn 140 3m 4 67 4 67 1 9m 0.45 242 7m 4.03 m 0.95
Value of the hard	1 74bn 50 9m 1.74 6.04bn 156 7m 5.49 1982-63 21 116,9m 0 29 221.9m 755,000 0 18	5 1.416m 1.50 5.60m 4.67 4.67 4.67 1.50 5.60 5.60 6.40 3m 6.45 24.7 7m 6.45 6.40 3m 6.45 5.50 5.50 5.50 5.50 5.50 5.50 5.50 5
Value of the hard	1 74bn 50 9m 1.74 6.04bn 156 7m 5.49 1982-63 21 116,9m 0 29 221.9m 755,000 0 18	5 1.416m 1.50 5.60m 4.67 4.67 4.67 1.50 5.60 5.60 6.40 3m 6.45 24.7 7m 6.45 6.40 3m 6.45 5.50 5.50 5.50 5.50 5.50 5.50 5.50 5
Second quarter  Second quarter  Power and the profits  Not profits  Second quarter  Power and the profits  Not profits  Levis of and the profits  Second quarter  Reverus  Not profits  Not profits  Not profits  Second quarter  Reverus  Not profits  Not	1 74bn 50 9m 1.74 6.04bn 156 7m 5.49 1982-63 21 116,9m 0 29 221.9m 755,000 0 18	5 1.416m 1.50 5.60m 4.67 4.67 4.67 1.50 5.60 5.60 6.40 3m 6.45 24.7 7m 6.45 6.40 3m 6.45 5.50 5.50 5.50 5.50 5.50 5.50 5.50 5
Calefuld Validation Share Validation Share LEVITZ FURNITURE  Second quarter Peranae Validation Vali	1 74bn 50 9m 1.74 6.04bn 156 7m 5 .9 1982-63 21 16.9m 1.18m 0 29 221.9m 755,000 0 18	1,416n 1,416n 1,412m 1,50 5,60n (40 3m 4 67 1981-82 5 120 7m 1 9m 0,45 242 7m 4,03m 0 95 1981-82 5 252,5m 7,97m 0,75
Calefuld Validation Share Validation Share LEVITZ FURNITURE  Second quarter Peranae Validation Vali	1 74bn 50 9m 1.74 6.04bn 156 7m 5 .9 1982-63 21 16.9m 1.18m 0 29 221.9m 755,000 0 18	1,416n 1,416n 1,412m 1,50 5,60n (40 3m 4 67 1981-82 5 120 7m 1 9m 0,45 242 7m 4,03m 0 95 1981-82 5 252,5m 7,97m 0,75
County Value of the Nation Share LEVITZ FURNITURE  Second quarter Perance Value profits Value of Amounts Resease Value profits Value of Amounts LCNGS DRUG STORES  Second quarter Resease National State of Amounts Value of Amounts Value of Amounts Value of Amounts Value of Amounts Researce Value of Valu	1 74bn 50 9m 1.74 6.04bn 156 7m 5 .9 1982-63 21 16.9m 1.18m 0 29 221.9m 755,000 0 18	1,416n 1,416n 1,412m 1,50 5,60n (40 3m 4 67 1981-82 5 120 7m 1 9m 0,45 242 7m 4,03m 0 95 1981-82 5 252,5m 7,97m 0,75
Second quarter  Second quarter  Peranae  Second quarter  Peranae  Set profits  Not profits  Not profits  LCNGS DRUG STORES  LCNGS DRUG STORES  Second quarter  Reserve  Not profits  Second quarter  Reserve  Second quarter  Reserve  Not profits  Second quarter  Reserve  Second quarter  Reserve  Not profits  Second quarter  Reserve  Reserve  Second quarter  Reserve  Second quarter  Reserve  Reserve  Second quarter  Reserve  Reserve  Second quarter  Reserve  Reserve  Second quarter  Reserve  Reserve  Reserve  Second quarter  Reserve  Reserve  Reserve  Reserve  Second quarter  Reserve  Re	1 74bn 50 9m 1.74 6.04bn 156 7m 5 .59 116,9m 1.18m 0 29 221 9m 750,000 0 18 1982-83 .5 272 2m 8 01ss 6 025 277.7m 14 8 sm	1,416n 1,416n 1,410n 1,50 5,60n 4,67 1,931-82 120,7m 1,9m 0,25 242,7m 4,03m 0,25 242,7m 0,25 252,5m 7,97m 0,75 477,3m 14,7m
County Value of the Nation Share LEVITZ FURNITURE  Second quarter Postnuc Value of the Nation Value of the Nation Value of the Nation Value of the Nation LCNGS DRUG STORES  Second quarter Research Nation Value of the Nation Va	1 74bn 50 9m 1.74 6.04bn 156 7m 5 .59 116.9m 1.18m 0 29 221 9m 750,000 0 18 1982-83 272 2m 8 01st 0 75 5 527.7m 1.40	5 1.41bn 1.42 m 1.50 5 6bn 1.40 3m 4 67 1991-82 120 7m 1 9m 0.45 242 7m 4.03 m 0.95 1981-82 5 259.5 m 7.97 m 1.33
Second quarter  Second quarter  Peranae  Second quarter  Peranae  Set profits  Not profits  Not profits  LCNGS DRUG STORES  Second quarter  Revenue  Not profits  Second quarter  Revenue  Not profits  Second quarter  Revenue  Not profits  Second quarter  Revenue  Second quarter  Revenue  Not profits  Second quarter  Revenue  Second quarter  Second quarter  Second quarter  Revenue  Revenue  Second quarter  Revenue  Second quarter  Revenue  Second quarter  Revenue   1 74bn 50 9m 1.74 6.04bn 156 7m 5 .59 116.9m 1.18m 0 29 221 9m 750,000 0 18 1982-83 272 2m 8 01st 0 75 5 527.7m 1.40	1.41bn 1.41bn 1.42 m 1.50 5 6bn (40 3m 4 67 1991-82 120 7m 1 9m 0.45 242 7m 4.03m 0.95 242 7m 4.03m 1981-82 5 259.5m 7.97m 1.33	
Calcande Vat profits Nat per share LEVITZ FURRITURE  Second quarter Perance Vat profits Vat profits Vat profits Vat per share LCNGS DRUG STORES  Second quarter Reverue Nat profits Vat per share LCNGS DRUG STORES  Second quarter Reverue Nat profits Vat per share Six months Revenue Nat per share Six months Revenue Nat per share Six months Revenue Nat per share	1 74km 50 9m 1.74 6.04km 55 49 1982-83 116.9m 1.18m 0 29 221.9m 750,000 0 18 1982-83 .5 272.2m 8 01m 4 8:m 1.40	1.41bn 1.41bn 1.42 m 1.50 5 6bn 140 3m 4 67 1981-82 5 120 7m 1 9m 0.25 242 7m 4.03m 0.35 242 7m 4.03m 0.35 252.5m 7.97m 14 7m 1.33
Country  Valiable Store  LEVITZ FURNITURE  Second quarter  Power of the store  Set profits  Valiable Store  Set months  Estable  LCNGS DRUG STORES  LCNGS DRUG STORES  Second quarter  Reverue  Not profits  Valiable Store  Second quarter  Reverue  Set profits  Set pr	1 74bn 50 9m 1.74 6.04bn 156 7m 5 .9 1982-83 116.9m 1.18m 0 29 211.9m 755,000 0 18 272.2m 8 01m 0 76 527.7m 1.40 1981-82	1,416m 1,416m 1,412m 1,50 5 6bn 140 3m 4 67 1981-82 \$ 120 7m 1 9m 0 95 242 7m 4.03m 0 95 242 7m 0.75 243 7m 1 1281-82 \$ 251,5m 1 1 2 3m 1 1 2 3m 1 2 3m 1 3 3 3 1 3 3 3 3 3 3 3 3 3 3 3 3 3 3 3
Second quarter  Second quarter  Peranae  Levitz Funniture  Second quarter  Peranae  Let profits  Not profits  Levitz anane  Six months  Revenue  Levids DRUG STORES  Second quarter  Revenue  Not profits  Six months  Revenue  Not profits  Six months  Revenue  Not profits  Levit por shore  SigMOR	1 74km 50 9m 1.74 6.04km 55 49 1982-83 116.9m 1.18m 0 29 221.9m 750,000 0 18 1982-83 .5 272.2m 8 01m 4 8:m 1.40	1.41bn 1.41bn 1.42 m 1.50 5 6bn 140 3m 4 67 1981-82 5 120 7m 1 9m 0.25 242 7m 4.03m 0.35 242 7m 4.03m 0.35 252.5m 7.97m 14 7m 1.33
Second quarter  Second quarter  Second quarter  Personal  Second quarter  Second quarter  Second quarter  Second quarter  LCNGS DRUG STORES  Second quarter  Revenue  Net por share  Six months  Second quarter  Revenue  Net por share  Six months  Second quarter  Revenue  Net por share  Six months  Second quarter  Revenue  Six months  Second quarter  Revenue  Six months  Second  Six months	1 74bn 50 9m 1.74 6.04bn 156 7m 5 .59 1982-83 116.9m 1.18m 0 75 755,000 0 18 1982-83 221.9m 0 76 5.27.7m 1.40 1981-82 5.27.7m 1.40 1981-82 198	1,416m 1,416m 1,50 5,66m 4,67 1,50 1,50 1,50 1,50 1,50 1,50 1,50 1,50
Second quarter  Second quarter  Peranae  Levitz Funniture  Second quarter  Peranae  Let profits  Not profits  Levitz anane  Six months  Revenue  Levids DRUG STORES  Second quarter  Revenue  Not profits  Six months  Revenue  Not profits  Six months  Revenue  Not profits  Levit por shore  SigMOR	1 74bn 50 9m 1.74 6.04bn 156 7m 5 .59 116.9m 1.18m 0 29 221 9m 750,000 0 18 272.2m 8 01sts 0 76 5 527.7m 1.40 1981-82 459 7m 10 81m 10 81m 10 81m 10 83m 11 83bn 11 6 43m	1.41bn 1.41bn 1.42 m 1.50 5 6bn 140 3m 4 67 120 7m 1 9m 0.45 242 7m 4.03m 0.95 242 7m 4.03m 1.93 251.5m 7.97m 1.33 1.82m 1.82m

A bank's new chief will have his work cut out, William Hall reports

### Fresh Canadian blood at Orion

take over as chief executive of, Orion Royal Bank in November, will be the bank's fourth chief executive in three years, and his pintment underlines the uneasy relationship which exists between big commercial banks and their merchant banking off-

shoots. consortium banks—last year for around £50m (\$85.6m) and re-placed Mr Jeff Cunningham as chief executive with their own man, Viscount Hardinge, who running . Royal Bank of Canada (London)—a small merchant bank.

Mr Cunningham himself had only held the job for 18 months. having replaced Mr David Montagu at the end of 1979 after the latter quit following differences of opinion with shareholders about the future direction of the bank.

Now the Royal Bank of Canada has decided to reshuffle the top management again and bring in Mr Abell, who has spent the past 27 years working for Wood Gundy, Canada's leading investment banker. As one of the firm's vice-chairmen, he has built a reputation as one of Canada's leading corporate

Mr Abell is no stranger to the UK. Born in Kent and educated at Oxford, his father was a director of the Bank of England and he has a brother, Mr T. G. Abell, who is a managing

However, Mr Abell will have his work cut out at Orion Royal Bank. Four years ago it was the biggest consortium bank in London and making pre-tax profits of over \$20m."

Its profits in its last financial year have dropped to an annualised rate of less than The Royal Bank took over \$10m despite a near doubling Orion—one of the City's biggest in its balance sheet, it has lost several senior executives since the Royal Bank takeover, and its management is too heavy. It has lost much of the momentum it had under Mr David Montagu when it was establishing itself as an independent merchant

At last count, Orion Royal

had three deputy chairmen, two vice-chairmen, three managing directors, one executive vicepresident, 36 directors and 21 associate directors. Observers believe that the Royal Bank of Canada needs to get to grips quickly with Orion Royal's big overheads, and this will be one of Mr Abeli's first tasks. Since it was established in 1970 Orion has concentrated its efforts on international capital markets and loan syndications. Last year, for example, it leadmanaged or co-managed 129

syndicated credits totalling \$19.6bn, and in the capital markets it lead-managed or comanaged 91 issues totalling \$6.1bn. It is one of only three international institutions which ranks among the top 15 lead managers in both the Eurobond director of Baring Bros., one of and Eurodollar syndicated loan

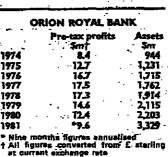
MR JOHN ABELL, the 51-year the City's leading accepting markets. However, its profit in this area old Canadian national who will houses.

Ability has not matched its Mr Styles ability has not matched its visibility in these markets.

Mr Geoff Styles, who heads seen as "an evolutionary step." the Royal Bank's merchant. He stresses that Viscount Hardbanking division, says that this inge has done a good job merg-sort of business tends to ebb ing the Royal Bank of Canada and flow and Orion is not (London) with Orion, but immune to some of the loan believes that it is in the long-problems afflicting other inter-term interests of the bank to

national banks.

As a result, the Royal Bank banker. is anxious to broaden Orlon's Viscou



scope putting increasing emphasis on investment banking activities such as corporate finance, advisory services, portfolio management and mergers

This is where Mr Abell fits At Wood Gundy he has worked extensively in the cor-porate finance field and most recently has been advising the Canadian Government about how to solve the financial problems of Massey Ferguson. will bring to Orion a knowledge of the top Canadian corpora-

Mr Styles says that Mr Abell's appointment should be be run by a career merchant

Viscount Hardinge, a career Royal Banker, will stay on as deputy chairman of Orion Royal Bank. He will have broad senior management responsibili-ties and will focus his attention on Orion's traditional commercial banking-related services, including syndicated loans. Mr Jock Finlayson, the Royal Bank's president, says that Viscount Hardinge will work closely with The Royal Bank of Canada and its subsidiaries in their joint effort to develop new services and initiatives. Since the takeover of Orion

last year, there has been grow-ing mease among some Orion executives about the loss of independence which the take-over implied. Mr Abell's appointment underlines the Royal Bank's acceptance that it needs to give its merchant banking arm a certain measure of independence. Whether this is sufficient to ensure that Orion Royal can rebuild its reputation as an independent international merchant bank which can match the competition of the London accepting houses and the U.S. investment banks, only time will

### Transco set for record year

BY OUR FINANCIAL STAFF

DESPITE DISAPPOINTING perticipation in the Great Plains activity will pick up in the second quarter returns from its coal gasification project. exploration offshoot, Transco earnings for the whole of 1982 Wall Street analysts have been predicting earnings of between \$6,25 and \$6.30 a share.

Earnings totalled a record New York City provides two-\$140m or \$5.41 a share for the thirds of the gas used in the whole of 1981 with the exploration unit contributing 34 per cent of the total. Mr W. J. Bowen, chairman

and chief executive, has already predicted record profits this year because of improved pipe- elephants have eluded us," he lines the right line results and tax credits for said, adding that drilling domain, he stated.

Gas sales by the group's Energy—which changed its principal subsidiary, Transquarter net fell 60 per cent as name from Transco Companies continental Gas Pipe Line, in a result of lower prices for its in May—is still confident that creased by 5 per cent in the oil production and increased second quarter this year and costs, while its natural gas sales will set another record and com-should comfortably exceed fortably exceed \$6.00 a share. 1981's total 902bn cu ft, Mr Bowen said in Houston yester-Transcontinental's 1,800-

mile line from South Texas to New York City provides two-

New York-New Jersey-Philadelphia area.

Mr Bowen said the parent company was not satisfied with Transco Exploration's rate of discoveries this year. "The big elephants have eluded us," he

second half. The subsidiary's second

were flat. Discussing Transco's entry into the coal business with the purchase last April of three subsidiaries of General Energy Corporation for \$70m, Mr Bowen said the company hopes to expand on that base to become a

sizeable coal producer.

Transco would expect to be come involved in coal slurry pipelines if Congress passed legislation granting such pipe

#### **GMAC** shelf registration

By Our Financial Staff

GENERAL MOTORS : Acceptance Corporation (GMAC), the motor giant's financing and insurance subsidiary, filed a shelf registration with the Securities and Exchange Commission of its debt securities from which the company will receive up to \$10n in net proceeds.

GMAC may sell the securities directly to purchasers, as well as through agents, dealers and underwriters.

Firms which may act as managing underwriters are Morgan Stanley, First Boston Corpora-tion, Merrill Lynch Whife Weld Capital Markets and Salomon

This announcement appears as a matter of record only.

U.S. \$180,000,000

### Instituto Nacional de Obras Sanitarias



### **Credit Facility**

Lead-managed by

Credit Suisse First Boston The Bank of Yokohama, Ltd.

Banque Européenne de Crédit (BEC)

The Long-Term Credit Bank of Japan, Arab African International Bank, New York Agency

The Hokkaido Takushoku Bank,

Republicbank Dallas, N.A., The Dai-Ichi Kangyo Bank, Ltd. The Kyowa Bank, Ltd.

The Hokkaido Takushoku Bank.

Lavoro Bank International

Provided by

Arab Áfrican International Bank, Associated Japanese Bank (International) The Bank of Yokohama, Ltd. Banque Européenne de Crédit (BEC) Banque Nationale de Grèce (France) S.A.

The Dai-Ichi Kangyo Bank, Ltd. Korea Exchange Bank,

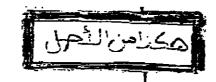
The Kyowa Bank, Ltd. The Nippon Trust and Banking Co., Ltd.

Republichank Dallas, N.A.,

The Long-Term Credit Bank of Japan,

Credit Suisse First Boston Limited

Agent Bank



### INTERNATIONAL COMPANIES AND FINANCE

Roderick Oram looks at a Malaysian group's attempts to diversify

### Sime Darby stuck in the mud

the Malarsian conglomerate, to grow out from its deep agricul-tural roots have come too late to save it from the current sharp drop in commodity prices. The depressed profits for the year just ended (June 1982) reflect all too painfully Sime's

dependence on an agricultural economy. Profits after
tax fell by 25 per cent to
92.6 ringgits (US\$39.5m) with
the big plantations and agriculthe big plantations and agricultural equipment divisions heading the list of trading culprits.

Diversification presents Sime

with two fundamental prob-lems which have wracked the group before. First, diversification, by necessity, means investing outside Malay-sia because the country has limited opportunities for a company of Sime's size.

A previous Sime manage-

ment invested abroad in the Sha early 1970s, causing a political backlash in Malaysia. Local institutions gained shareholder turned the group into a Malaysian owned and registered company.

diverse activities impose wider and heavier demands on executives time and talent. Observers question prepared to sketch out in broad for Malaysia. terms the direction it would

Tunku Ahmad Yahaya, the Senior managers are atuned to group's joint chief executive, political leaders' thoughts on "We're sizeable in certain basic suitable avenues for expansion, areas of agriculture with a and Sime's board is studded traditional mix of rubber and oil with highly influential men who palm. We need to think of be- are well connected with the ing more sophisticated in the country's small political élite. 1980s in marketing our com-

August 24, 1982

sophy. Attempts to turn divi-sional three-year rolling plans ting overtaken by events, he

lippines tyre making operations. acquired

Sime lacks a detailed strategic style is different, though. "We plan beyond the general philolook for manageable projects in which we can take an active part. We are not portfolio investors.

evolve along these general lines. A prime example is the development of oil palm rafficier. These demands are being to Kuala Lumpur in February, 1978 to reflect the newly-Malaysian control. The group has also, however, "Most of the 70-80 people in become rapidly involved in a Singapore were offered jobs in

The search for qualified staff was made harder by the need

to heed the country's racial

composition. In addition, there

senior managers

Malaysia consisted

continues to be a steady depart-

point out that Tunku Ahmad's

Several

-rubber.

Warner-Lambert Company

has acquired

**IMED Corporation** 

The undersigned initiated this transaction and acted as

financial advisor to Warner-Lambert Company.

The First Boston Corporation

DIVISIONAL P	ROFITS	
iantations ractors ong Keng sean & Pacific Basin festern entral expenditure, less incomo iaw Wallace Associate	Ringgit 1981-82 83.4 86.3 29.2 32.8 *5.5 (12.0) 9.5	Ringsit 1980-81 91-8 110-2 30.0 27.0 *4.5 (14.6) 7.7
	223.7	247.6
et interest, less investment income rofit before tax	(13.9) 209.8	(2.2) 245.4

diverse range of activities KL but only about six or seven throughout the region from inwhether Sime's management is surance and car hire to genetic fully developed yet for these and offshore engineering and tasks. However, the company is the Boeing aircraft franchise

Many of these activities are continues to be a steady clearly beneficial to the Malay- ure of expatriate staff. like to take. clearly beneficial to the Malay-"We're a Malaysian-based sian economy so there have been no political repercussions.

The diversifications would modities at the first stage of not impose a large work load going to have to assemble a Insurance and in ot value added."

On management if they were team around him with all the insurance operations
Tunku Ahmad admits that passive investments. Sime's expertise to be successful," one Kong and Singapore.

achieved that yet." Meanwhile, expansion continues apace in all the group's operations. Sime has not added

to its land holdings since its abortive bid for Guthrie Corporation the other major Malaysian plantation group, in 1980. It has, however, rapidly supplemented its own holdings of about 200,000 acres with land management deals.

group has invested in downstream commodity operations such as oil palm refining. It sees great potential for vegetable oils as alternatives to petroleum as a feedstock for such products as detergents and lubricants.

On the engineering side, Tractors Malaysia continues to invest heavily in depots and training and in local fabrication. Fully 75 per cent of its products come from a Japanese manufacturing joint venture between Caterpillar Tractor and

Mitsubishi. At times as much as 70 per cent of Tractor's profits can come from the logging industry. This industry is going through its first recession since 1973-74 and the upturn this time is late

and slow in coming. Sime took a big step earlier this year to diversify its engineering interests with the acquisition of a 60 per cent stake in CE Crest Engineering. a subsidiary of Combustion Engineering of the U.S. This gives Sime access to a poten-tially large market in offshore rigs and related products.

A further example of this

previous experience as head of essentially of running a comtrend is the deal in June in which Fireman's Fund, the pany with a narrow product range based on one commodity into a corporate plan keep get-American Express subsidiary, is But now that he's dealing "But now that he's dealing taking minority equity interests with diverse interests, he's in Sime's United Malaysian going to have to assemble a Insurance and in other Sime team around him with all the insurance operations in Hong

### Dividend halved at Dutch ship group

VAN OMMEREN, the Dutch shipping and storage group, suffered sharply lower net profits for the first half of this year at F1 22.2m (\$8.1m) com-pared with F1 52.8m in the opening six months of 1981. The interim dividend is being halved to Fi 50 a share.

The company sees little im-provement ahead and con-siders that earnings for the second half of this year may be even lower.

Gross income from January to June was Fl 83.5m, down from Fl 118.3m a year before, with much of the decline arising from reduced business in the ocean transport and bulk storage sectors.

Inland shipping showed a positive balance following an improved performance by foreign-based companies, and there was also a good result from the agencies and transport division.

Net profit per share fell to Fl 2. Earnings per share came to Fl 8.40 for the whole of last year.

In 1981, when net profits totalled FI 91.2m, the company paid a total dividend of FI 3.50.

#### Pakhoed holds levels

Pakhoed, the Dutch transport group, made a net profit of FI 15.2m (\$5.6m) for the first six months of this year, just 2 per cent more than in the same period in 1981. On balance, group results have held steady, says Pakhoed. It forecasts a group result for 1982 as a whole not less than for 1981. Extension plans for group terminals in Rotterdam are still being studied, and no decision has yet been taken on beginning construc-

#### Danish group\_in red ISS, the Danish international

service systems group, reports a DKr 7.2m (\$826.540) first half loss, compared with a DKr 13.3m profit last year. The loss stems from increased provisions for insurance cover for the U.S. operations. The company's auditors have called for an increase of DKr 20m in the provision. Earnings for the full year are lower than in 1981.

### Aker to close vards

Aker, Norway's largest ship-builder, has decided to with-draw from shipbuilding and concentrate on oil-related work like offshore rigs. The move aims at pulling the concern back into profit. With 9,500 on its payroll, Aker has lost about NKr 250m (\$37.1m) on operations over the past three years. The company expects to have made "considerable progress in drawing up the necessary plans" by the autumn.

### ESAB lifts profits

ESAB, the Swedish welding equipment group, raised first-half earnings by 52 per cent to SKr 70m (\$11.5m) with sales advancing by 27 per cent to SKr 1.14bn. It forecasts a continued improvement in results for 1982 as a whole. Last year, the pre-tax profit was SKr 113m. Sales of consumable welding material, which accounted for 55 per cent of turnover, grew by 38 per cent in the half year and deliveries of welding machinery rose by just over 12 per cent. Sales of welding robots increased substantially.

Fagersta cuts loss

Fagersta, the Swedish special steels company, cut its pre-tax loss from SKr 31m to SKr 2m (\$328,000) in the six months to June 1982. Sales rose by 12 per cent to SKr 1.1bn. The company expects that the 1982 result will show an improvement on the pre-tax loss of SKr 102m recorded last year. Turnover is foreeast to reach SKr 2.15bn. Fagersta is negotiating with Uddeholm the merger into a separate jointly owned concern of their high speed steel operations.

Paper group slips

Buchrmann-Tetterode, the Dutch paper and publishing group, reports first half profits down 80 per cent at F1 3.7m (\$1.4m). For 1982 as a whole. it forecasts a profit of between F1 10m and F1 15m.

## Nationale Nederlanden improves interim result

NATIONALE NEDERLANDEN. the largest Dutch insurance group, increased net profits by 5.4 per cent to F1 183m (\$67.1) in the first half of this year on revenues up 18 per cent at Fl 5.8bn.

At the same time, earnings at Amfas, the fourth-largest insurer, fell by 10 per cent to just over Fl 20m. Turnover was 11.3 per cent higher, at Fl 969m Revenue from within the Netherlands rose by 10 per cent at Nationale Nederlanden as increased receipts from life insurance more than compensated for a sharp fall in the nonlife sector. Abroad, revenue

than one-third of which came from new participations, includ-ing Mercantile Mutual Holdings (Australia). The international contribution to premiums increased from 53 per cent of the total to 56 per cent.

Nationale Nederlanden clearly happy with its first-half results. Nevertheless, it considers the situation of the non-life sector to be "precarious." and feels that most of the increase in 1982 profits has

went up by 27 per cent, more civil service pension fund the profit last year of F148m

aimed at saving the Dutch mor gage bank. Westland-Unech from possible bankrupter. It estimates that this transaction will result in a negative impact or profits nor share in the second state. on profits per share in the new few years of less than 1 per

Profit per share for the firm six months was Fl 10.19, and the interim dividend has been fixed at F1 3.90 per share.

At Amfas, profit per share down to FIS46 and the Last month, Nationale Nederlanden put up Fl 150m as half of a rescue bid with the Dutch civil service pension fund

### AGA up sharply in first half

BY WILLIAM DULLFORCE, NORDIC EDITOR, IN STOCKHOLM

gas and heat engineering group, increased earnings after interest charges by 24 per cent to SKr 217m (\$35.3m) in the first half of 1982. Sales grew by 11 per cent to SKr 2.64bn.

Mr Marcus Storch, managing director, predicts that for 1982 as a whole earnings will grow by more than 15 per cent comcorded last year.

Currency losses are expected to decline to around SKr 35m against SKr 190m last year, so that the rise in the profit before extraordinary items should be appreciably greater than 15 per cent. This forecast takes into account the devaluation of the

Mexican peso in August. At the half-year AGA, re-

The result is described as

satisfactory but the group is

nonetheless undertaking mea-

sures aimed at rationalisation.

SDS, the Danish savings bank,

improved first half operating

earnings before depreciation

bad debt provisions and adjust-

ments for portfolio values from

DKr 90m to DKr 179m. About

DKr 25m of the improvement

was due to a lower unrealised

The bank said it expected to reach its budgeted operating

profit for the year of DKr 340m.

Loss provisions would remain

high this year, however, and it

would be necessary for the bank

to improve primary earnings

and limit the increase in costs.

increased from DKr 29.4bn in

mid-year 1981 to DKr 30.2bn at

the end of June this year.

The bank's balance sheet total

loss on foreign exchange

AGA, the Swedish industrial pared with the SKr 368m re- ported unchanged currency losses of SKr 55m, reducing the profit to SKr 162m against SKr 120m for the first str months of 1981.

After extraordinary income of SKr 131m, deriving mostly from the sale of a real estate business, the group posts a helfyear figure of SKr 293m, compared with SKr 124m.

### Slower growth expected at Burmeister and Wain

BY HILARY BARNES IN COPENHAGEN

BURMEISTER and Wain, the shipyard, expects to make a pre-tax profit of about DKr 50m (\$5.73m) for 1982, having achieved a first half profit of DKr 47m. In the 18-month period ended December, 1981, the shipyard made a DKr 150m

The slowdown in earnings growth in the second half will be because one of the three bulk carriers to be completed in this period will not be invoiced until the first days of the New Year,

The yard, shares in which are currently held by the state pending the completion of bank-ruptcy proceedings, holds orders for a series of 64,000 dwt bulk carriers which will keep the yard fully employed until about the third quarter of 1984. Only one new bulk order has been taken over the past 12 months. Bang and Olufsen, manufacturers of television and hi-fi equipment proposes an un-changed 10 per cent dividend for the year ended May, 1982, having improved pre-tax earnings from DKr 14m to DKr 21m. Earnings before net financial costs and extraordinary items were up from DKr 54m to

### Shake-up for Malaysian news group

By Wong Sulong in Kuala Lumpur

MALAYSIA'S largest newspaper publishing group, the New Straits Times, has been restructured, a move that is se to have been dictated by the country's new leadership

Those dropped included Tan Sri Sheikh Abdullah, chairman Mr Zakuan Ariff, managing director, Nik Ibrahim, deputy managing director. Dr Noordin Sopiee, the group's editor-in-chief, and Dr Cheah Cheng Kooi, a dentist.

Dato Junus Sudin, who becomes the chairman, Tan Sri Lee Sies Yee, the former group chief editor, and newcomers, Dr Salim Cassim, and Azat Kamaluddin, a lawyer, who are closely aligned to the leadership of Dr Mahathir, the Prime Minister, and Datuk Musa Hitam, his deputy.

### **VONTOBEL EUROBONDINDIZES**

WEIGHTED AVERAGE YIELDS PER 31 AUGUST 1982



Società Finanziamenti Idrocarburi SOFID S.p.A.

> US\$12,000,000 Medium-Term Loan

Managed by Crédif Commercial de France

Provided by

The Bank of Nova Scotia Group Crédit Commercial de France (Bahrain Offshore Banking Unit) International Trade and Investment Bank S.A. (LTLB.) National Westminster Bank Group

> Agent Crédit Commercial de France



July 15, 1982

#### NOTICE OF PURCHASE EUROPEAN INVESTMENT BANK Japanese Yen 15,000,000,000

71 per cent. Bonds due 1989 Notice is hereby given to Bondholders that during the twelve month period commencing 1st September, 1981, Yen 1,200,000,000 principal amount of such Bonds have been purchased in order to

satisfy the third purchase fund redemption. As of 1st September, 1982 the principal amount of such Bonds remaining in circulation was Yen 11,400,000,000.

Luxembourg, 2nd September, 1982.

European Investment Bank.



Weekly net asset value

Tokyo Pacific Holdings (Seaboard) N.V.

on August 30th 1982, U.S. \$51.20 Listed on the Amsterdam Stock Exchange

Information: Pierson, Heldring & Pierson N.V., Herengracht 214, 1016 BS Amste

a binational entity jointly owned by Centrais Elétricas Brasileiras S.A.-ELETROBRAS and Administración Nacional de Electricidad-Auge

\$25,000,000 term loan guaranteed by The Federative Republic of Brazil

FUNDS PROVIDED BY

THE BANK OF TOKYO, LTD. EUROPEAN BRAZILIAN BANK LIMITED-EUROBRAZ THE FUJI BANK, LIMITED MORGAN GUARANTY TRUST COMPANY OF NEW YORK UNION BANK OF SWITZERLAND

ACENT THE FUJI BANK, LIMITED

SEPTEMBER, 1982

LLS.\$100.060,000 GUARANTEED ZERO COUPON NOTES **DUE AUGUST 18, 1984** 

With Warrants to purchase U.S.\$200,000,000 Guaranteed Zero Coupon Debentures Due August 18, 1988

Citicorp Overseas Finance Corporation N.V.

(Incorporated with limited liability in the Netherlands Antilles) Unconditionally Guaranteed by

CITICORP •

Citicorp Overseas Finance Corporation N.V. (the "Company") reported that as of August 18, 1982, 18.082 Warrants had been exercised to purchase U.S.\$18.082.000 of the Company's Guaranteed Zero Coupon Debentures due August 18, 1988.

By: Citibank, N.A. (CSSI Dept.) September 2, 1982, London

CITIBANCO

US\$250,000,000 Guaranteed Floating Rate Notes Due 1984 Citicorp Overseas Finance Corporation N.V.

(Incorporated with limited liability in the Netherlands Antilles) Unconditionally guaranteed by

CITICORP

Notes and Agency Agreement dated as of March 2, 1981, between Citicorp Overseas Finance Corporation, N.V. and Citibank, N.A., notice is hereby given that the Rate of Interest has been fixed at 111% per annum and that the interest payable on the relevant interest Payment Date, December 2, 1982, against Coupon No. 7 in respect of US\$10,000 nominal of the Notes will be US\$287.50.

September 2, 1982

CITIBANK

هكذا سد لأصل

心心经过

a the said read para vas odus stinuclea

### INTL. COMPANIES & FINANCE

## Kuwait in new moves to ease stock market crisis

Government has also ordered the central bank to enercise flexibility in extending credits

The minister said he was optimistic that the new steps, together with other measures announced last week, would help the market to overcome the present crisis.

Share prices have been fall-ing for several months, partly war between Iraq and Iran.

THE KUWAIT Government is Previous assistance measures likely to mature over the next to encourage the creation of a have included a temporary ban few months. Post-dated cheques KD 200m (\$691m) stock-trading on the setting up of so-called outstanding on the official company in a fresh attempt to closed companies, which have a market, where 46 companies are ease the country's stock market restricted shareholding, and the listed, have been estimated at crisis. Reuter reports from formation of a cheque clearing some KD 4bn (\$13.8bn), alknowld.

Mr Jassem al-Marzouk, the KD 300m which is expected to final net indebtedness is commerce Minister, said the start operations soon.

Government has also ordered Mr Al-Marzour said Kuwaits

Mr Al-Marzour said Kuwaitis would have 51 per cent share-holding in the proposed stocktrading company with the remainder owned by companies

provide further liquidity to end the crisis. In the declining market, many investors will be hard-pressed to honour the huge number of

Mary Frings writes: Earlier Mr Al Marzouk announced a two-year ban on deferred pay-ment deals in "Gulf" shares.

in other Gulf states. —— These are shares in com-The government plans other, panies registered in Babrain so far unspecified measures to and the United Arab Emirates and not listed on the official Kuwaiti stock exchange, which is restricted to 100 per cent Kuwaiti-owned companies. They are traded on the unofficial post-dated cheques which are exchange, the Souq al Manakh,

# Yokogawa to link with Hokushin

BY YOKO SHIBATA IN TOKYO

YOKOGAWA Electric Works, main emphasis of the industry apan's largest manufacturer of has shifted to digital systems industrial process control equipation of the computers, optical fibres and Works, the third largest consensus. This has allowed the carn in the same field, will integrated electrical groups, merge in April next year on such as Hitachi, Toshiba, the basis of one Hokushin share. to each 0.35 of a Yokogawa

The new company will be alled Yokogawa Hokushin Electric Corporation.

A steering committee has been set up to discuss details of the merger through which the companies hope to regain interpany has remained process rational competitiveness by control equipment. This more efficient use of capital and research and development capa-

been dominated by Yokogawa, Yamatake-Honeywell (50 per

in process control.
Yokogawa has successfully diversified into medical equipment through a joint venture with General Electric of the U.S. and into office automation equipment such as word processors and graphic plotters. However, the main interest of the comcontrol equipment. This accounted for 56 per cent of 1981-62 turnover which totalled

Y88.93hn (\$340m). Japan's industrial process Hokushin with sales of Y39bn control equipment industry has in 1981-82, has its major markets in the oil and petrochemical and steel industries, and has been cent owned by Honeywell of the hit hard by competition from was Y3.59bn ar U.S.) and Hokushin, but the integrated electrical groups. It totalled Y48.24bn,

shows much promise in the growing field of aeronautical instruments for Japanese Defence Agency, but has been slow to diversify otherwise. As much as 75 per cent of turnover still comes from industrial processing control equipment On completion of the merger the companies' joint market share of the process control equipment industry would be some 26 per cent and this would not exceed anti-monopoly law

requirements.
Yokogawa's customers are different from those of Hokushin and the merger is expected to be considerably effective. In the current year to March 1983, Yokogawa expects sales to reach 190bn and sales of Y40bn are projected for Hokushin. At the year end Kokogawa's capital stood at Y5.89bn and total assets at Y82.77bn. Hokushin's capital was Y3.59m and its assets

### Austrian rural bank to control Schoeller

By Paul Lendval in Vienna

CONTROL over Austria's oldest and most prestigious private banker, Schoelier Bank, has been taken by Genossenschaftliche Zentralbank (GZB), the central institute of the rural credit co-operatives.

GZB will increase its stake in Schoeller Holding from 41 per cent to at least 66 per cent during the next few weeks. Since the holding company controls 90 per cent of the Schoeller Bank, GZB will gain control of the previously family-owned merchant bank.

The GZB move follows a run of severe losses at the Schoel-ler trading company, which is also owned by the Schoeller family. It is understood that the family will receive at least Sch 80m (\$4.6m) for the shares it is to sell in the holding com-

pany.
The takeover of the holding company and thus the bank by GZB in no way reflects on recent trading at the bank which has had what is described as "a very satisfactory first half-year." GZB indicates that there will be no change in the management and policy of the

merchant bank GZB is the umbrella organisation of the rural credit cooperatives which, combined, account for 17.4 per cent of direct lending in Austria and

deposits.
In recent years GZB has expanded both at home and abroad, including setting up of a representative office in Hong Kong. Schoeller Bank has for some time served GZB as its merchant banking arm.

Following the death of the previous director general of the bank, Dr Fritsch Schoeller, the takeover move puts an effective end to the so-called Schoeller era in Austrian bank-

#### SINGAPORE RESULTS

### Overseas Chinese Banking ahead midway

BY GEORGIE LEE IN SINGAPORE

THE OVERSEAS Chinese Bank- United Overseas Bank, but lower ing Corporation (OCBC), has than the 25.6 per cent rise cent higher at \$\$27m including registered a 10.6 per cent chalked up by the Overseas investment and interest income registered a 10.6 per cent chalked up by the Overseas increase in group profits after Union Bank and the 40.6 per providing for taxation, diminution in value of assets, and alloud Development Bank of Singacations to inner reserves, to \$\$60.1m (US\$28m) for the balf. year ended June.

itself expanded by 20.3 per cent to S\$43.8m. The gross interim dividend is 5 per cent.

higher than the 4.1 per cent over advanced by 12.7 per cent measures, and, to some extent, at \$83.96m. The gross dividend improvement reported by the to \$\$174.8m. a softening in raw material is 6 per cent. improvement reported by the to \$\$174.8m.

National Iron and Steel ear ended June. Mills, Singapore's only steel Net profits of the parent bank mill, has reported a 77.8 per self expanded by 20.3 per cent cent rise in operating profits to S\$24.4m (US\$11.3m) for the improvement to the buoyant in pre-tax profits to S\$6.76m for half year to June, despite the

of S\$3.4m and after deducting interest expenses of \$\$850,000. Tax absorbed \$\$10.7m, an increase of 64 per cent and after minority interests net profits were up 62 per cent to S\$15.9m.

National Iron attributed the

The group does not expect in the second half of the year because of severe competition but it has projected higher earnings for the whole of 1982 compared with 1981.

THE SINGAPORE property

company, Malayan Credit has reported a 49 per cent increase construction sector in Singa the year to March. Post-tax

This announcement oppears as a matter of record only



### **PHILIPS**

N.V. Philips' Gloeilampenfabrieken (The Netherlands)

K.D.3,500,000 **Contract Financing Loan** 

K.D.5,000,000 **Guarantee Facility** 

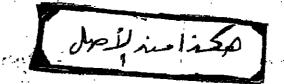
Provided by

The Industrial Bank of Kuwait K.S.C.

The National Bank of Kuwait S.A.K.

Agent & issuing bank The National Bank of Kuwait S.A.K.





All of these securities having been sold, this announcement appears solely for purposes of information.

\$150,000,000

Sun Company, Inc.

13.40% Debentures Due 2007

The First Boston Corporation

Merrill Lynch White Weld Capital Markets Group

Morgan Stanley & Co.

Dillon, Read & Co. Inc.

**Bache Halsey Stuart Shields** 

E.F. Hutton & Company Inc.

L. F. Rothschild, Unterberg, Towbin

Smith Barney, Harris Upham & Co.

Kidder, Peabody & Co.

Bear, Stearns & Co.

Donaldson, Lufkin & Jenrette

Lazard Frères & Co.

Wertheim & Co.. Inc.

Warburg Paribas Becker

Goldman, Sachs & Co.

Salomon Brothers Inc.

Blyth Eastman Paine Webber

Drexel Burnham Lambert Lehman Brothers Kuhn Loeb

Shearson/American Express Inc.

Dean Witter Reynolds Inc.

This advertisament complies with the requirements of the Council of The Stock Exchange of the United Kingdom and the Republic of Ireland.



### BANK FÜR ARBEIT UND WIRTSCHAFT

Aktiengesellschaft (Incorporated with limited liability in Austria)

U.S. \$40,000,000

Subordinated Floating Rate Notes Due 1990 Issue Price 100 per cent.

Kidder, Peabody International

Alahli Bank of Kuwait (K.S.C.)

Al-Mal Group

Arab Banking Corporation (ABC)

Bank of Credit and Commerce

The Bank of Tokyo International

**European Banking Company** 

Gulf International Bank B.S.C.

Knwait Foreign Trading Contracting & Investment Co., (S.A.K.)

Manufacturers Hanover

National Bank of Abu Dhabi

Orion Royal Bank

Saudi International Bank

Arab Bank for Investment and Foreign Trade (ARBIFT), Abn Dhabi

The 4,000 Notes of U.S. \$10,000 each, constituting the above issue have been admitted to the Official List of The Stock Exchange, subject only to the issue of the temporary global Note. Interest will be payable semi-annually in March and September, the first such payment being due in March, 1983. Particulars relating to Bank für Arbeit und Wirtschaft Aktiengesellschaft and the Notes are avzilable from Extel

Statistical Services Limited and may be obtained during normal business hours (Saturdays excepted) up to and including 15th September, 1982 from:-Cazenove & Co.

12 Tokenhouse Yard London ECzR-7AN

imma



### INDUSTRIE NAVALI MECCANICHE AFFINI (I.N.M.A.) S.p.A.

US\$23,040,000 Medium Term Project Facility

75% Insured by

Sezione Speciale per l'Assicurazione del Credito all'Esportazione

Banco di Roma International S.A.

Japan International Bank Limited

Midland and International Banks P.L.C.

GEPI S.p.A. Società di Gestioni e Partecipazioni Industriali S.p.A.

Bank of Tokyo International Limited

Arranged by

Midland and International Banks P.L.C.

25% Guaranteed by

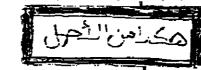
Managed and Provided by

Bank of Tokyo International Limited London & Continental Bankers Limited The Mitsubishi Trust and Banking Corporation

Italian Paying Agent Banco di Roma

Bank of Tokyo International Limited

-	Markets	WORLD SIC	CK MARKETS
A COLUMN	NEW YORK	16's Milton Bradey 25': 21's Scott Paper 16's 15's Minnesota MM 61': 61's Seagon 25': 25': Seagram 56':	Wall Street up 1.38 by 1pm  PRICES rose higher in early slightly. The Composite index Gains in most industry groups trading with the Dow Jones grined 1.65 to 280.73 on volume ranged from fractional to about 101. HK Wharf rose 5c to 83.70, Industrial Average continuing of 489,120 shares. The Vancouver DM: 1.50, with an occasional above the 900 level. By 1 pm Exchange index was up 4.25 at loser among Utilities. Electricals, and Hutchison Whampon was
1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	Adobe Cil & Ces. 1712   1954   1718   Cone Mills	Monsanto   75   74   5   5   28   2   28   2   24   24   24   24	the Average was up 1.38 at \$23.51 on volume of 2.14m shares, the trend in major Chemicals, Sieels and Banks.  The New York Stock Exchange All Common index eased \$0.16 to \$55.38. Volume was a brisk 66.99m shares.  Analysts said there was concern about a short-term upturn cern about a short-term upturn in interest rates but that the concern and the c
A CONTRACTOR OF THE PARTY OF TH	Alleg fores 281; 215; 215; 216; Control Data 387; 281; Hercules 19-3; Alliad Corp. 343; 341; Alliad Corp. 281; 281; Alliad Chalmers, 81; 81; 15 Coorer Inds. 261; 251; Coorer Adolph. 111; 111; Amal. Sugar. 283; 281; Coorer Adolph. 111; 111; Copperweld. 164; 165; Amal. Sugar. 223; 221; Coorer Black. 213; 207; Amedah Corp. 251; 251; Cox Broa. cast'g 323; 523; Holly Sugar. 389; Am. Alfilines 22; 213; Cox Broa. cast'g 323; 523; Holly Sugar. 389;	Mat. Detroit.   22   23   23   23   23   23   23   2	about improvement in the economy.  They said Tuesday's announce ments of rises in leading ments of rises in leading economic indicators helped the market push ahead before investors began taking profits. One analyst said there might be selling by institutions, but this could be counteracted by individuals be counteracted by individuals.  South improvement in the volume was 230m shares—reflect ing uncertainty about the trend of the ven/dollar rate. The Tokyo Stock Exchange index added 2.62 at 533.10.  Light Electricals rose sharply active trading with and remained overshadowed by the moderately active trading with and remained overshadowed by the moderately active trading with and remained overshadowed by the moderately active trading with and remained overshadowed by the moderately active trading with and remained overshadowed by the moderately active trading with and rising Eurodollar rates.  Light Electricals rose sharply bullish and bearish factors in balance, dealers said.  The CAC General Index eased Swiss Trade and Industry Association was seen as configuring to the control of the collar remained overshadowed by the moderately active trading with and rising Eurodollar rates.  The CAC General Index eased Swiss Trade and Industry Association was seen as configuring on the control of the collar remained overshadowed by the moderately active trading with and remained overshadowed by the moderately active trading with and remained overshadowed by the control of the collar remained overshadowed by the moderately active trading with and remained overshadowed by the control of the collar remained overshadowed by the moderately active trading with and remained overshadowed by the control of the collar remained overshadowed by the moderately active trading with and remained overshadowed by the control of the collar
	Am Broadcast'g 45: 27: 24: 475 44: 46: 475 45:	10   Newment Mining   42:2   41:4   Squibb   39:8   39:8   37:17:17:17:17:17:17:17:17:17:17:17:17:17	Holiday Inns, the most active issue with over 1.5m shares traded, was off \$\frac{1}{2}\$ to \$301. Blocks of 700,000 and \$50,000 shares were traded at \$301. Martin, Marietta, which is locked in a takeover struggle with Bendix, was also active, and off \$\frac{1}{2}\$ at mining rights in the north of the main Japanese island of \$321. Bendix was off \$\frac{1}{2}\$ to
2 m d	Am. Standard 23 2252 Am. Standard 23 2252 Am. Storas 4976 4975 Am. Standard 2974 2975 Am. Storas 4976 4975 Detroit Edison 1233 1255 Damond Init: 40 40 Digmond Shank 1995 Digmond	Nwest Bancorp   21\(\circ\)   22\(\circ\)   21\(\circ\)   22\(\circ\)   21\(\circ\)   22\(\circ\)   21\(\circ\)   22\(\circ\)   21\(\circ\)	part of Cities Service's business, is up \$2 to \$24\forall in active trading. Cities, Service, also active, was first as the market off \$\frac{1}{2}\forall in \$\
	Armstrong CK 15 1614   154   1	Outboard Marine 25 24:  Overseas Ship. 12:5 12:5 12:5 20:0    Overseas Ship. 12:5 12:5 12:5 20:0    Owene-Corning 17:2 20  Owene-Corning 17:2 20  Owene-Illinois 26:2 25:5 18:5 20:0    PHH Group 22:5 22:5 18:5 20:0    Page Inds 40: 40!4 20:0    Page Inds 40:0 40!4 20:0    Page Inds 40:0 40!4 20:0    Page Inds 40:0 40!4 20:0    Page Inds 26:2 25:1    Texas Comm. Bk 3:1 3:1    Texas Comm. Bk 3:1 3:1    Texas Comm. Bk 3:1 3:1    Texas Gas Trn 26:2 25:1    Texas Oil & Gas 26:2 25:1    Texas Comm. Bk 3:1 3:1    Texas Eastern 47 4  Texas Gas Trn 26:2 25:1    Texas Comm. Bk 3:1 3:1    Texas Gas Trn 26:2 25:1    Texas Gas Trn 26:2 25:1    Texas Oil & Gas 26:2 25:1    Texas Comm. Bk 3:1 3:1    Texas Comm. Bk	midsession but weakness on Wall Street checked the early advance.  The Composite index was up \$7.20. WMC lost 2 cents to \$3.48. Surface dropped 4 cents to \$5.16 and CSR rose 3 cents to \$2.90. In Melbourne, leading stocks to 2.90. In Melbourne, leading stocks t
	Ban Gel	1514 Parker Orliling. 10 9'; 22's Parker Hanfm. 18's 17'; 13's Peabody Intl. 5:4 5'; Pennoy IIC. 42's 41's Pennoy IIC. 42's 41's Pennoy IIC. 42's 41's Pennoy IIC. 42's 42's 42's Pennoy IIC. 42's 42's 42's 42's 42's 42's 42's 42's	Closing prices for North America were not available for this edition.  CANADA    BELGIUM (continued)   Sept. 1   Price   + or   Pri
	Beth Stesl	7 in Phillips Pet 26 in 27 in	958 AMCA Intl
	Brown Forman B 33; 345; Friedcrest MI 20; 20; 30; 30; 30; 30; 30; 30; 30; 30; 30; 3	Pub. Serv. E & G. 215   2215	15   15   15   15   15   15   15   15
	Second Color   Seco	Relighted Chem   12   12   12   13   14   17   17   17   18   18   18   18   18	Signature   Sign
	Gentex	541; Rite Aid 565: 561; Washington Post 384: 551; Roadway Exps. 46 451; Solid Robins (All 1988) 151; Robins (All 1988) 151; Rockneel (Ritl 571; 367; Rockneel (Ritl 571; 367; Rollins 123; 1251; Rollins 123; 1251; Rollins 311-2 20; Robins (All 1988) 1251; Robins (All 1988) 1251; Rollins 311-2 20; Robins (All 1988) 1251; Robins (All 1988)	Dom Stores
	Comparison   Com	73 : Rubbermard GC 4 43: White Consoltd 26: 2 251: Rydn Hornes 13: 19: White Consoltd 26: 2 251: SFN Companies 26: 25: White Consoltd 22: 2 25: SSFN Companies 26: 25: White Consoltd 25: 25: 25: Safeco 36: 33: White Consoltd 88: 35: 36: 36: 36: 36: 36: 36: 36: 36: 36: 36	Imp Oil A   29%   28%
	Indices  NEW YORK —DOW JONES  1983 'Since Compilitin		Nthn. Telscom 51
	Witne Bnd s 63.08 67,34 67.25 65.68 62.33 65.61 65.50 57.67 (17.75) 127.32 Metal 4  Transport: 368.61 252.87 342 82 351.44 347.27 359.81 365.45 227.12 447.68 12.52 AUSTR  7 1. (12.3. 48.481) 8.7 52.	. i. i.586) 427.5 522 8 437.9 455.5 585,6 (4.1) 448,2 8 7 6-Minis, (1 1-86) (L. 632,5 522,1 625.5 425,1 (5.7) . 283,6 (8.7	Rander Oli 715 715 715 715 715 715 715 715 715 715
1	000-1 86,760 59,562 74,670 157,650107,270 (2),659 DENMA Copen!  Deny's high 910,38 low 887.97  Aug 27 Aug, 20 Aug, 13 Year ago (Approx CAS) de CAS de	n SE /81/12/85: 99.93 99.75 96.75 98.05 192,45 (5-4) 88,42 /28/ ARK hagen SE (1/1/25, 111.65 111.04 111.03 111.50 128,22 /25/2) 168,0 (12/	Teck B 7.50 7.75 Texaco Canada, 3214 3015 Thomson News A 22 22 Toronto Dore Bk. 301; 2515 Trans Can Pipe 315; 2015 Trans Can Pipe 315; 2015 Trans Can Pipe 315; 2015 Trans Mntr. Orla, 7 7: Walker H. Res. 1914 Walker H. Res. 191
	STANDARD AND POORS  Aug. Aug. Aug. Aug Aug Aug. 1982 Since Gmpil't'n  S1 30 27 25 25 24 High Low High Low HOLLAR AND HOLLAR Sindust'is 155,64 151,52 120,75 172,52 181,22 128,67 157,28 114,98 160,36 3,52 (4.17, 12.8, 12.11,73) 172,55 172,11 118,55 173,52 173,54 122,74 192,42 148,52 4,497 HOME.	Nay (1,50) 275.2 277.5 277.5 275.47 257.45 (5/4) 214.05 (17.6 arzbank: 0ed 1957 677.2 577.27 675.8 675.89 2729.3 (6/4) 550.2 (17.6 arzbank: 0ed 1957 677.2 577.27 675.8 675.89 2729.3 (6/4) 550.2 (17.6 arzbank: 0ed 1957 677.2 577.27 675.8 675.89 2729.3 (6/4) 550.2 (17.6 arzbank: 0ed 1957 677.2 577.27 675.8 675.89 275.9 1958 675.9 1958 6758 6758 6758 6758 6758 6758 6758 67	AEG-Telef. 53.5 + 0.6 Erigsson 248 + 2 Sept. 1 Price + or Chairvest 37,76 - 1.28 Erigsson 248 + 2 Sept. 1 Price + or Chairvest 7 Gurrie Finance 2,355 Sept. 1 10.9 - 0.6 Enselta(Free) 152
1	Aug. 25   Aug. 18   Aug. 11   Year are approx;   Hang St.	eng Bank :517-64 "683-95 "975-55 re" 1948-55 1445,82 (12:11 957-28 (16:1 Committel:/1972: 159.14 173-25 171-5 152-75 212-65 (18:8) 147-25 (22:7 rempe (18/8-69) 7132-55 7725-55215-25 2155-19 7878-58 -27:71 6864-56 (17:4 New SE -4/1465: 563-19 315 45 515-75 355-55 588-23 (27:7) 511-26 (17:4)	Sept. 1 Price + or Commerciank 120 - 0.2 St Konparberg 282 + 5 Dal Mippon Ptg 636 + 10 Protes Hidgs 2.58 Comb Gummi 47.1 - 0.4 Dal Mippon Ptg 636 + 10 Protes Hidgs 2.58 - 10 Protes All Mippon Ptg 636 + 10 Protes All Mippon Ptg 636 + 10 Protes All
	Aug. Aug. Aug. Aug. 51 30 27 26 High Low Rises	(NA.72) 119.41 125.42 120.45 121.64 150.89 (26.11 108.12 11 8 TORRE TORRE 19861 644.87 127.05 621.55 622.54 810.28 (6/1) 557.07 (18/1) AFRICA	GHM   160   40.5   40.8   41.8   40.8   41.8   40.8   40.5   40
;	MONTREAL Aug Aug Aug 1982 SPAIN Madrid 51 50 27 26 High Low SwEDS: Jacobsc Combined 273.08 273.74 275.47 275.55 \$15.09 4.1. 257.27 (21.6) SWITZE	on a P. (1/158) 619,73 519,21 619,72 659,52 659,62 (201) 604,72 (2016)	Sept. 1   Price   or   Rioester   52   Fischer (Geol)   410   100 Ham   860   +8   Banco Brasil   15,40   -0,65   15,00   -0,05   160 Min   1615   -0,65   161
ļ	NEW YORK ACTIVE STOCKS   Change   Cha	(ngt, 494.78 · · · · · · · · · · · · · · · · · · ·	EES: 1,850 +10 Muster Rusck. 531 -5 Pirell 326 Kokuyo. 352 +1 Vale Rio Occa. 16,10 -0,10 Fabrique Nat 2,290 +40 Rhein Wast Elect 172 +1,5 Sandoz (8). 3,950 40 Kokuyo. 889 +14 Tornover: Cr 508.6m. G.S. Inno 2,680 -10 Rosenthal. 220 Schindler(Pt Cts) 536 9 Komatsu Fill. 335 Volume: 107.1m. 681 Srux. 1,346 -38 Scheng 279.8 +3,8 Swissalr. 616 1 Kontatur Fill. 355 Works. 107.1m. 671 +8 Source: Rio de Janstro SE. 1800 Scheng 279.8 +1,6 Swiss Reinace. 6,935 50 Rosenthal. 289 1 Roboten 5,530 -75 Thyssen. 83,9 +1,6 Swiss Reinace. 6,935 50 Rosenthal. 143,3 -2,5 Swiss Velksbik. 1,000 Rosenthal. 143,5 Rosenthal. 143,5 -2,5 Swiss Velksbik. 1,000 Rosenthal. 143,5 -2,5 Swiss Velksbik. 1,000 Rosenthal. 143,5 -2,5 Swiss Velksbik. 1,0
	Mertin-Merietts 304,600 40 —1 Sankamer.ca 714,800 16% → 1 Unave	ulable.	Pan Hridgs



# Equity investors warm to Wall St boom and 30-share index rises nearly 9 points—Gilts resume recent rise

First Declara Last Account Dealings tions Dealings Day
Aug 16 Sept 2 Sept 3 Sept 17
Sept 6 Sept 16 Sept 17 Sept 27
Sept 20 Sept 30 Oct 1 Oct 11
Sept 20 Sept 30 Oct 1 Oct 11
Sept 30 Oct 1 Oct 11
Sept 30 Oct 1 Oct 11
Sept 30 Oct 1 Oct 11
Sept 30 Oct 1 Oct 11

Influenced by Wall Street's continuing strength, London equity markets came to life yesterday after their recent in-Leading shares recorded useful gains on selecinvestment support, which was also evident for secondary Government stocks were relegated for a change, but ged a simultaneous revival from recent easiness.

- The new-found confidence of equity investors took dealers by surprise and good early buying often found stock in short supply. Bats, up 22 at 510p, provided the outstanding feature among the leaders, while gains of Reckitt and Colman, Plessey and

#### Oils firm

Of the sectors. Foods were particularly noteworthy following recent investment recommendations, while Oils continued to benefit from the current strength of U.S. Oils. British Petroleum rose 6 more to 302p awaiting today's interim results.

Measuring the overall trend of leading industrials, the FT In-dustrial Ordinary share index was 3.8 higher at 10.00 am and to close 8.9 up at the day's best Rising short-term interest rates

Industrial Ord.....

**HIGHS AND LOWS** 

Fixed Int..... 78.33 62.79

FINANCIAL TIMES STOCK INDICES

Fixed Interest.......... 77.91 78.01 78.33 78.22 77.92 77.95 65.76

Earnings, Yid.2 (fully 11.38 11.56 11.57, 11.52 11.50, 11.55 9.20

P/E Ratio (net) (\*)...... 10,54 10,37 10,36 10,40 10,34 10,39 14,29

Total bargains .... ... 16,107 16,777 19,245 19,014 21,963 23,278 15,268

Equity turnover £m - ! 79.19 125.93 123.93 134.12 158.26 111.40

Equity bargains...... - 111,525 12,499 12,794 12,915 15,912 12,236

10 am 576.5. 11 am 577.7. Noon 580 7. 1 pm 580.8. 2 pm 581.3. 3 pm 581 2.

Basis 100 Govt. Secs. 15/10/26. Fixed Int. 1928. Industrial 1/7/35. Gold Mines 12/9/56. SE Activity 1974.

Latest Index 01-246 8026

127,4 49,18 Gilt Eageo (9/1/45) (5/1/75) Bargains... Equities

1982 Since Compilatin

62.79 150.4 50.53 (7/1) (28/11/47) (5/1:75)

High Low High Low

Ind. Ord..... 594.0 518.1 597.3 49.4 5-day Avroe. Ind. Org...... (5/5) | (5/1) (50/4/5)) (25/6/5) | Bargains... Gold Mines... 323.3 | 181.2 | 558.9 | 43.5 | Equities | (21/6) (22/6/90) (25/10/7); Bargains... Yajue.......

581,6 572,7 573,5 576.1 \$68.4 571.0 568.3

322,2 525,3 320,1 314,2 297,9 312,5 396,1

5.09 5.17 5.18 5.16 5.23 5.20 5.28

vestors. They committed fresh larger gains occurred in specific low-coupon issues, the markets in which are often limited, and Funding 6 per cent 1993 jumped

High-coupon longs gained a maximum of 1, but considerably tighter conditions in UK money markets, owing mainly to partial settlement of Petroleum Revenue at the short end of the Gilt Quotations here were finally little altered on the day. Credit National 13: per cent Notes 1989 made an exquiet afternoon debut and closed at the ware price level of £105.

#### Sun Alliance react

A trio of interim trading statements brought contrasting reactions in Composite Insurances. Sun Alliance, standing 4 highe awaiting its half-timer, reacted to 746p on the announcement before settling a ne: 10 down at 750p. GRE, on the other hand. gained 10 to 312p, after 314p, following its results and Phoenix closed 2 dearer at 254p, after 266p. despite a first-half profits slump. Elsewhere. Commercial Union touched 1360 before closing a net 3 up at 134p, while Accident gained 4 to 292p and Royals put on 6 to Among Life issues, Legal and General gained a few pence to 284p as did Prudential, to 272p. Edinburgh and General Investments held at 80; the price

The major clearing banks met

with revived investment support. Barclays rising 12 to 368p and NatWest 7 to 405p. Lioyds, at 410p. and Midland, at 312p. gained 8 apiece. Among overseas banks, Standard and Chartered put on 16 to 385p; the interim results are due on September 14.

Among recently issued equities, Alfred Walker firmed 2 to 41p: Morgan Grenfell Special Exempt Fund has become interested in 19.7 per cent of the ordinary share capital. Revived demand in a thin market lifted McCarthy and Stone 13 to 205p, but Bio-Isolates encountered seiling and shed 4 to 62p.

Breweries finished on a firmer note, aithough the rises owed much to technical influences. much to technical landeness.

Grand Metropolitan ended 5 up at 277p, while Bass added a couple of pence at 256p. Wines and Spirits also made useful progress with Distillers 6 better at 202p. Revived interest was also noted for recent favourite. H. P. Bulmer, 15 up at 600p.

Leading Buildings displayed small irrecular movements. Blue Circle improved 3 to 423p and Redland the same amount to a 1982 peak of 201p, while Taylor Woodrow gained 8 to 555p. Barrait Developments firmed 4 to a high for the year of 321p. On the other hand, further small selling clipped another 6 from Tarmac, at 344p, and 8 from BPB, at 428p. George Wimpey softened a couple of pence to 121p and RMC lost the turn to 276n. Elsewhere, Mixconcrete, at 181p, gave up a penny of the Elsewhere, Mixconcrete, previous day's gain of 12 following the Board's rejection of the increased 180p per snare bid from Pioneer Concrete. Marchwiel shed 9 to 1385 following disappointment with the interim results, while Derek Crouch lost to 1080 on the half-yearly profits siump. John Finlan remained a firm counter and hardened another couple of

ICI met with a reasonable level of support and put on 6 to 282p. Amersham gained the turn to 244p awaiting details of the annual meeting. Among other Chemicals, Stewart Plastics rose 6 to a 1982 peak of 156p, assisted by call option business. Arrow touched 520 before closing a net 2 up at 50p after the increased interim profits. Nove Industries a rising market since announcing increased half-rearly income, gave up 5 points at £131.

#### Heelamat better

pence to 140p.

Leading Retailers displayed some good gains. Gussies "A" closed 13 up at 533p, while Burton advanced 5 to 220p. British Rome, 162p, and Marks and Spencer, 174p, added 4 apiece. D-I-Y issues attracted renewed support, especially renewed support, especially Home Charm, which continued to draw strength from recent Press comment and added 8 more way, 1969, while W. H. Smith clar production figures. Fisons rose 3 to 2100. Heelamat's pre-revived with a rise of 13 to 410p.

again responded to a broker's bullish circular, the "A" closing

5 to the good at 86p.

Investment support prompted smart gains among Electrical leaders, and although a slightly easier tone was discernable after the official close, most still after the official close, most sun retained useful rises. Pleasey touched 520p before settling with a net rise of 8 at 518p, while Racal firmed 10 to 535p and GEC added i to £10f. BICC, interim results scheduled for next Wednesday, rose 7 to 307p. Ward and Goldstone, up 2 at after 4th remained a Ward and ownstone, of 45p, after 40p, remained volatile market in the wake disappointing results and accounting problems at the Pendle Connections subsidiary.

Memec, first-half results expected later this month, improved 9 to 3189, while similar gains were noted for Ferranti, 453p, and Unitech, 263p. Seldom the recipient of good

news these days, the Engineering sector managed a limited revival following Babcock International's better-than-expected first-half profits: Babcock rose 6 to the best-level this year of 120p, while Vickers picked up 5 at 14Sp. Simon, 360p. and Matthew Hall, 204p. put on 4 apiece. But GRN and TI were only slightly harder at 142p and 100p respectively. Davy found support at 107p, up 3, along with John Brown, which rallied 2 to 37p. Hawker, which has stoutly resisted the recent depression mproved late to a 1982 high of 354p, up 4.

Solerted Fond issues met with revived support, Associated Dairles improving 4 to 146p and J. Sainshury 5 to 370p. Unigate firmed 4 to 92p and Northern hardened a couple of pence to. 148p. Cadbury Schweppes held at 116p awaiting today's interim results. Renewed interest lifted Avana 10 to a 1982 peak of 360p. put on 21 at 52p. Single added 1: to 37 following the annual report, while Hazlewood, a thin market, advanced another 10 to 315p. Leanons put on 3 to 37p and Paterson Jenks improved a couple of pence to 79p.

#### Diploma advance

Assisted by favourable Wall Street influences, leading miscellaneous industrials enjoyed a fair measure of support. Reckitt and Colman were outstanding with a rise of 10 to 320p, while Giaxo encountered fresh demand and touched 790p bfore settling kington, 207p, and Beecham, 306p, improved 7 and 6 respectively. Elsewhere. Diploma responded to the increased annual dividend and profits by jumping 21 to 297p. Favourable Press mention left Stonehill Holdings 3 to the good at 46p, while Cowan De Groot edged up a penny further to 23p on the preliminary figures. English China Clays, in at 193p. Gains of 2 were achieved contrast, were a poor market at selling pressure coupled with re-by MFI. 88p., and Harris Queens-145p. down 9, following declining newed buying interest from

both here and in America were in yesterday's issue was inno deterrent to Gill-edged investors. They committed fresh

The major clearing banks met

than anticipated and hopes of a trading recovery took the shares

The major clearing banks met

than anticipated and hopes of a trading recovery took the shares

The major clearing banks met

than anticipated and hopes of a trading recovery took the shares

The major clearing banks met

The major clearin day's preliminary statement. Similar gains were common to AGB Research, 282p, and J. Bibby. 280p. Turner and Newall held at 30p awaiting to-

day's interim results. Interest in leading Properties faded and Land Securities shed 4 to 281p, as did MEPC, to 181p. Among occasional movements in secondary issues. Parkside Hold-ings fell a couple of pence to a 1982 low of 29p, while Stewart Naira, a rising market recently on speculative interest, lost a penny at 31 p.

Fresh support in the wake of favourable Wall Street influences helped Oils to take the previous day's gains a stage further. British Petroleum gained 6 more to 302p awaiting today's interim statement, while Shell rose another S to 412p. Lasmo put on other 8 to 412p. Lasine pill on 15 for a two-day gain of 25 to 375p, while Ultramar gained 7 to 415p and Burmah rose 3 to 151p. Elsewhere, Tri Basin, up 25 last Friday on the prospect of a proxy battle with rival factions trying to gain control of the company, put on another 25 to a high for

the year of 140p. Revived speculative demand lifted Gill and Duffus 10 to 127p.
Other Overseas. Traders also
tended to higher levels especially
those with Far Eastern interests. Sime Darby closed 4 dearer at 50p, while Harrisons and Cros-field added 25 to 525p, and Boustead 3 to 43p.

Money brokers were again popular among Financials. Mercantife House, a steadily rising market since the initial disap-pointing response to the recent share flotation, closed 18 higher at 408p with the new shares 20 better at 410p, or 35p above the offer price. Mills and Allen rose

Shippings featured Transport which rallied 8 to 97p following a broker's favourable circular and hopes that the final dividend will be maintained.

Textiles held close to their overnight positions with the exception of Nottingham Manufac-turing, 4 dearer at 188p. U.U. Textiles were unchanged at 32p following the full-year results and 1-for-1 rights issue.

The stronger U.S. lobby for a tobacco price increase drew per-sistent support for Bats, which rose 22 in an active trade to 510p. Imperial added a few pence at 97 p. while revived rumours of a possible bid from Philip Morris lifted Rothmans a penny to

Plantations, uneventful of late. perked up reflecting overnight. strength in Singapore. Consoli-dated Plantations rose 5 to 44p. while the Warrants jumped 14 to 105p. Highlands put on 4 to 52p and Majakoff added 3 at 60p.

### Golds steady

The absence of any significant newed buying interest from Capel. No puts were reported, African Golds to hold relatively but doubles were arranged in

South African Financials which tended to drift. Johnnies fell fil to £341 while Gencor lost 20 to 880p, the later ahead of the

Gold Fleids, which declares full-vear results a day earlier, eased 5 to 440p. Charter Consolidated were a further 4 cheaper at Australians were quietly mixed

a AS106.4m profit in the pre-vious year, and the cut in the final dividend from 7 cents to 3

sideration of the dividend omis-sion but Peko-Wallsend held poor results.

Malaysian this advanced strongly, boosted by the sharp gains on the Singapore market. Far eastern and London buying interest lifted Sungei Besi 20 to 155p, while gains of 15 were common to Ayer Hitam; 155p Gopeng, 285p and Tronoh, 155p Berjuntai rose 10 to 130p.

South Crofty, re-listed yester-day after being suspended in May 1981 at 23p, were steady at

Volume in Traded Options held up well and 1,768 contracts were done, with Oil shares attracting a fair measure of attention. British Petroleum, interim results due today, recorded 432 calls and 53 puts, while Lasmo recorded 145 calls and 15 puts. Put trading was dominated by Racal which attracted 129 trades 112 of which were struck in the November 500s.

#### **OPTIONS**

Deal- Declara- Settleings ings tion ment Aug 23 Sept 3 Nov 25 Dec 6 Sept 13 Sept 24 Dec 9. Dec 3? Sept 27 Oct 8 Dec 23 Jan 10 For rate indications see end of Share Information Service

Money was given for the call of Palliser Resources, Lonrho, North Kalgurli, Sound Diffu-sion, Turner and Newall Bairstow Eves. Tilbury, Trident TV A, KCA International, Black

more than around a easier and provided a lone firm feature in Doornfontein, a half-point up at a year's high of £101. In medium and lower priced issues Venterspost gave up 16 to 581p. Little activity was seen in

interim figures expected today. London Financials remain under pressure. RTZ, due to announce interim results on September 15, gave up 8 to 430p, and

and unaffected by another set of poor trading results from one of the leading mining companies, this time MIM Holdings: the latter moved in a narrow range prior to closing a fraction firme on balance at 184p despite the AS43 loss, which compares with

CRA dipped 2 to 200p on con-

Malaysian Tins

Endeavour. John Brown, BICC.

RECENT ISSUES

**EQUITIES** 

#### FIXED INTEREST STOCKS

issue price £	Amount paid up	Latest Renuno date	19 High	B2			Sto	oek		· · <u>-</u>	Closing pries	+ ar
99,528 105 100 100 100 100 99,345	F.P. 220 F.P. 220 F.P. F.P.	8/12 20/9	50p 294 105 21 1006 1006 544	21 4 105 20 4 99 8	Austr Credi Elect Natio	agasta alia 13 it Nation ricite d hwide Do. Zealane	12% Ln. nai Br. e Fran Bdg. S 1114	2010 131 <sub>2</sub> 9 00 137 00 11 2 (30/8	( 1989 Ln. (1) (83)	) 200/8 5(8/88)	550 281 <sub>2</sub> 105 203 <sub>4</sub> 100 lg 297 <sub>6</sub> 321 <sub>4</sub>	

nice E	Latest Renunc date	52 Low	Stock	Olosing priop P	<u>+</u> _
80 F. 00 F. 00 N 78 F. 00 N	6/11 8/	 150 88pm 170	Automated Security 10p	145 100pm 183	+8+5

Renunciasion data-usually last-day for-dealing free of stamp duty. In Figures based on prospectus estimate. In Dividend case paid or payable on part of capital: cover based on dividend on full capital. If Assumed dividend and yield. Indicated dividend: cover related to payable of payable on past of capital capital armings. If Forest dividend: cover based on payable of session process. They are successful to proceed the session of shorts are successful. I forest for 1983. Q Gross. They are not now seeking for, dividend or ranking only for restricted dividends. If Pleoting paids. In Plants unless otherwise indicated. I lesued by tender. If Offered to holders of ordinary strates as a "fighths." "I seared by way of capitalization. If I seek by tender. If I should be compacted in compaction with reorganisation merger or take-over. If I lattroduction. If I seek to former preference holders. If Allorent letters. If Destings under special Rule. If United Securities Market. It Landon Liesing. Therefore bases price eller scrip. I Formarily deat in under Rule 163(2)(a). 1.1 Unit comprising live ordinary and phree Cap. shares. If I besied as entitlement to ordinary holders.

#### ACTIVE STOCKS

-,		ieaday'				uesday closing	
	No. of t	price	Day's		: рпсе-	buce	Day's
Stock Glazo		780	+ 10	Stock Driefontein		£13 218	+ 0%
RTZ Vast Resta		.438 £367a	- 5 - + 9•	Lec Refrigerati Racal Electronics	ı. 9	525	
BAT (ndustries BP	10 10	488 296	+8	Shell Transpor Unilevar	_ 9	404 605	+ 6 
GEC	10 9	248	<b>- 3</b>	Berclays Bank		356 276	+ 4 - 2
	±				•		

#### TUESDAY'S ACTIVE STOCKS

Apove everage activity	MAR LIGHT IN FOR INITIALINE STORY	you.ouy
Closin	g : Day's	Closing price Day's pence change
AT Industries 510	+22    Cl	282 + 6
arclays Sank	+ 6 Ocean Transport +21 Phosnix Assurance	97 + 8 264 + 2
ill and Duffus 127	+10 Shell Transport +10 Sun Alliance	

### FT-ACTUARIES SHARE INDICES

S.E. ACTIVITY

234.0 220.2

284,2 316.6

These Indices are the joint compilation of the Financial Times, the Institute of Actuaries and the Faculty of Actuaries

	EQUITY GROUPS	,	Wed S	Sept 1	1982	?	Tues Aug 31	Fri Aug Zī	Thurs Acro 25	Wed Aug 25	Year ago (approx.)
Fig	& SUB-SECTIONS  THE SECTIONS  THE PROPERTY SECTION  THE PROPERTY S	index Ng.	Day's Change	Est. Earcorgs Yield % (Mass.)	Gross Drv. Yield 'S (ACT at 30%)	Est. P/E Ratio (Net)	index No.	index No.	index No.	irdex Nc.	Index No.
1	CAPITAL 60005 (209)	414.63	+1.3	9.31	4.06	13.41	409.58	409.97	499.73	408.05	372.61
Ž	Bullding Materials (23)	346.89	+0.1	12.06	5.32	9.97	346.52	347.38	349.22	346.09	333.09
3	Contracting, Construction (28)	647.19	-0.2	13.62	4.78	8.78	643.27	649.49	647.72	647.33	600.22
4	Electricals (31)	1651.26	<b>-21</b>	6.55	1%	1999	1617.35	1617.97	1616.64	161528	1257 91
5	Engineering Contractors (11)	470.92	+15	13.94	6.42	8.66	463.39	466.39	465.12	467 91	503.80
-6	Mechanical Engineering (67)	204.45	+3.0	11.EF	5.76	10.21	202.46	203.27	202.62	290.48	<u>215</u> 98
. 8	Metals and Metal Forming (11)	149.78	+0.8	12.54	8.10	9.88	148.60	148.07	148.39	147.95	173.75
9	Motors (20)	81.27	+1.7	3.03	8.58		79.88	E0.24	30.46	79.93	106.56
10	Other Industrial Materials (18)	351.31	+0.3	10.53	6.08	11.61	359.42	3956	<b>38.5</b> 7	345.05	97.57
21	CORSIZMER GROUP (202)	337.94	+1.7	11.83 12.55	5.16	1925	32.77	372-47 376-38	333.11 379.98	339.72 373.86	292.29 309.28
22	Food Manufacturing (22)	379.97 287.06	+1.3 +1.1	15.87	5.47 6.33	9.68 7.35	375.11. 283.95	283.70	283.77	282 18	276.59
25	Food Retailing (14)	720.24	+1.1	8.30	3.12	15.02	708.45	707.53	708.86	703.54	2437 568.66
25	Health and Household Products (9)	524.20	+16	659	3.24	17.92	516.28	512.95	512.46	507.32	351.20
.27	Leisare (23)	434.42	+1.5	9.65	5.41	13.13	428.21	429.71	425.91	427.53	454.44
29 32	Newspapers, Publishing (13)	530.60	+0.4	11.99	592	10.41	528.46	528.62	527.37	527.99	511.57
33	Packaging and Paper (14)	140.17	+0.6	17.19	7.92	6.76	131.29	139.27	138.44	138.85	154.26
34	Stores (45)	301.64	+19	956	4.62	13.75	295.92	296.83	257.91	296.48	269.83
35	Textiles (23)	163.83	+0.8	14.11	6.53	8.62	162.63	163.41	164.73	14501	145.57
36	Tobaccos (3)	367.14	+4.1	23.80	7.53	5.12	352.60	358.22	349.78	347.34	268.73
39	Other Consumer (14)	259.50	+0.2	6.59	6.04	29.92	259.10	268.47	260.34	240.52	291.18
41.	OTHER GROUPS (76)	259.76	+1.6	13.07	6.50	9.21	255.79	256.68	256.19	255.28	235.24
42	Chemicals (15)	334.50	+19	14.79	7.16	8.05	328.14	329.49	331.65	323.33	293.23
44	. Office Equipment (4)	101.94	+18	15.96	8.56	7.70	186.15	100 15	99.13	9861	11569
45	Shipping and Transport (1.3)	555.78	+1.0	13.43	7.35	9.33	550 EZ	5721	55871	567.39	534.06
46	Miscettaneous (44)	351.08	+13_	31.07	5.41	19.83	36.6	346.79	343.26	342.53	<u>313.37</u>
49	THEOUSTRUAL GROUP (487)	353.01	+15	11.04	4.92	12.07	347.79	393.12	348.30	346,38	313.40
51	Oils (13)	725.21	+20	21.89	8.03	5.17	711.08	646.11	712.24	681.97	719.06
59	500 SHARE INDEX	383,45	+16	12.67	5.38	9.45	377.53	376.63	375.08	373.89	346.34
61	FINANCIAL GROUP (117)	249.09	+10		6.94		246.74	247.36	248.44	2466	277.84
62	Banks(6)	260.15	+2.4	38.%	9.20	2.82	253.99	252.95	25.38	256.08	294.48
63	Discount Houses (9)	277.09	+0.2	_	8.43	_	276.58	2751	278.05	272.91	2451
65	(astrance (Life) (9)	282.05	+8.6	<b>—</b> ]	6.52	- :	280.35	282.51	286.56	202.00	255.92
.66	· Insurance (Composite) (10)	158.50	+1.3	- 1	8.95	-	156.45	157.00	158.70	159.54	354,36
67	Insurance Brokers (7)	496.12	-0.1	11.24	523	12.15	4%.47	500.96	907.2k	589.33	46.92
68	Merchant Banks (12)	144.45	l		6.14		344.40	16.44	16.97	143.12	172.51
69	Property (49)	420.00	-0.6	5.56	3.88	24.06	422.33	43.47	45.5	422.86	492.%
70	Other Financial (15)	166.40	±27	<u>17.51</u>	6.89	6.58	151.98	152.75	160.65	<u> 18182</u>	19451
71	Investment Trusts (1)1)	307.91	+0.5		5.38		306.46	307.56	306.24	36.%	324,09
81	Mising Finance (4)	215.62	-16	14.66	6.58	8.55	219.09	23.51	25.5	223.39	2233
91_	Overseas Traders (18)	376.32	+18	13.93	8.51	8.78	36974	370.38	376.27	365,17	<b>624</b>
99	ALL-SHARE INDEX (750)	347.92	+13	_ I	5.70	- 1	<i>9</i> 32)	<b>45.65</b> )	5FL27	34T38 !	3 <b>2.3</b> 7

_	FI	XED	INTE	REST			AVERAGE GROS REDEMPTION Y		Wed Sept	Tues Aug 31	Year ago (approx.)	
	- PRICE INDICES	Wed Sept	Day's change %	Tues Aug 31	ad adj. today	1932 1932 19 date	1 2 3		- ,	9.28 19.71 18.92	934 1931 11.00	1256 1324 13.46
1 2 3	British Government  5 years  2 5-15 years  Over 15 years	117.02 125.48 131.67	+0.04 +8.42 +0.48 +0.63	134.97 125.02 131.36 135.85	 0.04 8.12 0.35	8.22 9.20 9.98 8.90	4567890	Allectrus 5 Cooppes 15 Z5 High 5 Cooppes 15	years years years years	11.44 11.68	11.54 11.74 11.54 11.94 11.94	1648 1522 14.77 1644 15.39 15.00 13.09
-	All Stacks	124.50	+0.33	124.15 99.79	9.85	9.09 7.57	-	Debs & Losen, 5 15		12.55 22.57	12.33 12.58 12.59	15.95 15.99 14.02
7	Preference	71.15	+0.31	70.94		5.10	14	Professore	+	13.80	13.23	15.85

† Flat yield, Highs and lows record, base dates, values and constituent changes are published in Saturday issues. A new list of constituents is available from the Publishers, The Financial Times, Bracken House, Garmon Street, London, EC4P 4BY, price 15p, by post 28p.

#### **NEW HIGHS AND LOWS FOR 1982**

NEW HIGHS (89) BRITISH FUNDS (1)

liminary results proved no worse while "occasional support left

Fanding 5oc 1995	
: BUILDING	SOCIETIES (1)
Nationalde 14 oc 4.4.83	
	BONDS (1)
	BGMD2 113
AMERIC	ANS (12)
Abbott Lats.	General Electric
Arrer Cap Medical	Gilletze
Renwalter Enters	Honeywell
Brunswer Corp.	I B.M. Corp.
L Cheseprough	Reckwell inti.
Coipate Palmoline	TRW inc.
CANAS	IANS (3)
, CBM . PAC. TO EST.	Seagram
, t. 25 4, Oli	
	R\$ (2)
Marston Thompson	Scat. & Newcastle
, EVILO	ING5 (4)
. D4 4 1 1077.	Trava & Arnold
	Trent Hidgs.
	CALS 141
A. " es Corloids	Laporte inds.
Coa te -	Stewart Plastics
	ES 181
Brown N.	Courts A
. Ench Cumb	Habitat
Gt Universal	Neme Charm MFI Femitere
	CALS (B)
A & G Sec Elects	First Castle
A complete Car	Feldsu
	Materola
Ferrant	Racal Elect.
	ERING (SI
Rannek Ing	Saville Gordon
Hawker Siddeley	
. FOO!	P5 (4)
. TASUS	Nabisco Brands
Hazvenood .	Salmborr (J.)
	L\$ (2)
· Glasson S Model 10: Abc	Queens Most Hooses
Cm. 1989-91	
	HALS (21)
E E T. Defs.	<u>E</u> evieu
BOC Poc Core. Uns.	Fisses
	Harrow Trust Slace
1- 2501-06	2001-06
Barter Travencii	Harris IPh.
	Johnston Group L.R.C. Intl.
Page Waren	Macaring Pharm.
Complete Control	Montanto Sec 82-84
2-5-200E:	Office & Elect.
	Stebe German
ZIS	
INTURA	LIVEE 111
· Fedal & Countial	_
MOTO	PRS (1)
Bot Car Auction	
	C95 (1:
TTBAT Inds.	

OVERSEAS TRADERS IS MINEL (2)

NEW LOWS (13) HANKS (1) Ward & Goldfrone ENGINEERING (1)

Mariberough TEXTILES (1) Large (Rober & TRUSTS /2) N.M.C. Ims Artrie Trust 01L5 (3) OVERSEAS TRAPERS (1)

#### RISES AND FALLS VECTEDDAY

i	1131	CKU	ΑI	
ı		Rises	Falts	Sant
	Batash Funds	65	1	27
ì	Corpns. Som. &			
i	Foreign Bonds	4	9	61
:	Industrials	320	98	911
÷	industrials Financial &			
:	. Props	124	44	343
i	Ctis	30	22	56
ţ	Plantations	7	_	71
į	Miller	29	53	7
١	Others	76	18	4
i				_

### COMPANY NOTICES

#### **AKTIEBOLAG** NOTICE OF ANNUAL GENERAL

MEETING Notice is given to the shareholders of Esselte Aktiebolag that the Annual General Meeting of the Company will be held at 4.30 p.m. on Thursday, September 16th, 1982 at the offices

In addition to the matters to be dealt with at the Annual General Meeting in accordance with the Swedish Companies Act and the Articles of Association, a resolution will be proposed to the Annual General Meeting to authorize the Board of Directors to issue bonds comprising options to subscribe for new shares in the Company without first offering such bonds to the existing shareholders in accordance with the 5th Chapter 2nd § of the Swedish

of the Company at Sundbybergsvagen 1, Solna, Sweden.

The Board of Directors will also propose a resolution that the record date by which shareholders in the Company must be registered by VPC in a register of shareholders or a list .: maintained in accordance with the 3rd Chapter 12th § of the Swedish Companies Act in order to participate in the dividend authorized by the Annual General Meeting will be Monday, September 20th, 1982. Should the Annual General Meeting adopt this resolution the date for dispatch of dividends by VPC to those shareholders who are registered. with VPC on the record date is estimated to be Monday, September 27th, 1982.

In order to be entitled to participate in the Annual General Meeting a shareholder must be registered with VPC not later than Monday, September 6th, 1982. A shareholder who has had his/her shares registered in the name of a nominee must temporarily register those shares in his/her own name with VPC not later than Monday, September 6th, 1982 in order to be entitled to vote at the Annual General Meeting.

Further in order to take part (whether in person or by proxy) in the Annual General Meeting, a shareholder must give notice to the Company not later than at 4.00 p.m., Monday, September 13th, 1982, in writing to Esselte AB, Box 1371, S-171 27 Solna, Sweden, or by telephone: Stockholm 27 27 60. If by the aforementioned time a shareholder has provided the Company with a power of attorney, giving authority to exercise the voting rights of the shareholders at the Annual General Meeting in accordance with the 9th Chapter 2nd § of the Swedish Companies Act, the shareholder shall be deemed to have duly given notice for participation in the Annual General Meeting.

Solna, September 2nd, 1982

Board of Directors

#### REMUBLIQUE OF COSTA RICA LOAN Floating Rate Bonds April 1978-1985 of US\$1,000 each

noted for remnarkements 1981—Relating of lots of 20th February 1981—Relating 6,422 to 10,056 of lots of 20th Appendix 1981—Relating 17,479 to 19,598

1982 Refer 15,462 to 17,478 19,69. to 19,901 These bonds will be reducemable at US\$1,000 at FRENCH AMERICAN BANKING CORPORATION in NEW YORK and at the offices of the following Establishments:

BANQUE NATIONALE DE PARIS-PARIS -BANQUE MATIONALE DE PARIS CLUXEMBOURG S.A.-LUXEMBOURG BANQUE INTERNATIONALE A LUXEMBOURG S.A.-LUXEMBOURG -MERRILL LYNCH INTERNATIONAL BANK LIMITEO-LONDRES

oer Deferred Share. United Kingdom humme Tax at the rete of 30% will be deducted unless the coupons are accompanied by an appro-

CLUBS

HOPSPERE. ICI FINANCE (NEDERLANDS) NV Copies of the 1981 Annual Accounts of ICI FINANCE (NEDERLANDS) NV can be obtained from Resistrat's Department. Imperial Chechical Industries PLC. Mill-bank, London SWIP 31F.

### ART GALLERIES

### PUBLIC NOTICES

THE FOREIGN COMPENSATION (CZECHOSLOVAKIA)

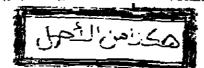
ORDER 1982 (S.I. 1982 No. 1073).

Attention is drawn to the above mentioned Grder, a copy of which may be obtained from her Mejesty's Stationery Office and which enables the Foreign Compensation Commission to receive and determine claims in respect of certain Debtes, Bank Balancas, Starses, immovable Property (Land and Buildings), Businesses, Moveties, Bonds (including the Caechoslovak guarantaed portion of the Austrian Government Guaranteed Conversion Loen 1934/69, 42% Guaranteed Serling Sonds, Pensions, and other Property in Czechoslovakie from persons who can show qualification as United Kingdom nationals, on 2nd February 1982 and establish the necessary requirements for beneficial ownership under the Order, Persons who wish to apply for compensation should write as soon an possible for application forms to the Secretary, Foreign Compensation Commission, Alexandra House. Kingsway, London WC28 617. It will considerably expedite the work of dealing with claims if an indication can be given in the justice as to which of the above caegories of property will be included in the application when made.

The Order provides that an application shall not be entertained unless it has reached the Foreign Compensation Commission on or before 31 August 1983 THE FOREIGN COMPENSATION (CZECHOSLOVAKIA)

LOCAL AUTHORITY BRIES-STRATHICLYDE REGIONAL COUNCIL LOCO.000 Bills Issue date 7.5.87 mstur-g 1.12.82 at 190, Aspitation's totalities 13.000.000 and there are £36,000,000

CITY OF MANCHETTER Teaching 51457-by were received for £12840 Bills issued on 1.5.82 to instance on 1.12.82. The highest rate accepted west 101-25 p.s.



6.75 6.75 2.62

### **Dollar nervous**

The dollar lost ground yester-day afternoon to finish below Annual inflation 5.1 per cent (5.6 Tuesday's closing levels in London. Initially the dollar below Annual inflation 5.1 per cent (5.6 D-mark was firmer against most currencies at yesterday's fixing in dollar interest rates opened firmer but action later in the day by the U.S. Federal Reserve Bank to add liquidity to the market saw the dollar lose ground. However trading remained rather thin and erratic.

Sterling was stronger overall. improving against the dollar but losing a little ground to European currencies.

pean currencies.

DOLLAR — Trade weighted index (Bank of England) 121.5 against 121.7 on Tuesday and 113.5 six months ago. Threemonth Treasury bills 8.34 per cent (12.16 per cent six months ago). Annual inflation rate 6.5 ago). Annual inflation rate 6.5 per cent (7.1 per cent previous DM 4.2850 from DM 4.2940 and month) — The dollar closed at DM 2.4910 against the D-mark compared with DM 2.5010, having DM 1.1735 compared with touched a high of DM 2.5015 Freuch franc fell to DM 35.62 per during the day. Similarly against FFr 100 from DM 35.635 while the Swiss franc it slipped to SwFr 2.1210 from SwFr 2.1335 DM 91.475 per Fl 100 from and Y258.90 from Y251.471. DM 91.27. Against the French franc it fell Against the French franc it fell to FFr 6.9825 from FFr 7.0235.

Index 91.6 against 91.4 at noon, 91.3 at the opening and 91.4 on Tuesday (91.1 six months ago). Three-month interbank 1032 per cent (141 per cent six months ago). Annual inflation 8.7 per cent (9.2 per cent previous month) — Sterling opened at \$1.7175 against the dollar and \$1.7175 fell to a low of \$1.7140 before recovering to \$1.7250 in the afternoon as the dollar slipped back. It closed at \$1.7205-1.7215, a rise of 40 points. Against the D-mark it closed at DM 4.29 compared with DM 4\_2925 and SwFr 3.6525 from SwFr 3.6625. It was also lower against the French franc at FFr 12.0150 from FFr 12.06.

D-MARK - EMS member and 121.7 six months ago. Three-month interbank 8.40 per cent to BFr 6.8275 from BFr 6.8300.

currencies at yesterday's fixing in Frankfurt in rather quiet trading. There appeared to be little incentive at the moment following the end of the mouth, with U.S. interest rates marked slightly firmer after the recent sharpy defined. sharp decline. The market was also waiting for the results of the Bundesbank's money market repurchase agreements although many believed that hids would be accepted close to the current Lombard rate of 8 per cept. The dollar was fixed at DM 2.4975. little changed from Tuesday's figure of DM 2.4972 and there was no intervention by the Bundes-bank. Sterling slipped to DM 4.2850 from DM 4.2940 and

BELGIAN FRANC - EMS o FFr 6.9825 from FFr 7.0235. member (second weakest). Trade STERLING — Trade weighted undex 94.7 against 94.8 on Tuesday and 96.6 six months ago. Three-month Treasury bills 132 per cent (14 per cent) six 132 per cent (14 per cent) six months ago). Annual inflation 9.0 per cent (8.9 per cent pre-vious month)—The Belgian franc was fairly steady in Brussels yesterday. There was no inter-vention by the authorities in the foreign exchange market according to figures released yesterday during the past week. The franchas shown a slight improvement just recently but an upturn in U.S. interest rates in the past few days has kept the market ner-vous awaiting some clearer trend. At yesterday's fixing the dollar fell to BFr 47.8350 from BFr 47.8775 and sterling was lower at BFr \$3.1675 compared D-MARK — EMS member with BFr 82,2450. Within the (weakest). Trade weighted index unchanged at 124.9 from Tuesday BFr 19.1625 from BFr 19.1640

divergence

+0.04

-0.88 -1.54

+1.5501

±1.6691 ±4.1369

### THE POUND SPOT AND FORWARD

Sept 1	spread	Close	One ments	p.a.	mouths Thise	% p.s.
U.S.	1,7140-1,7250	1.7205-1.7215	par-0.05c dis	-0.17	0.31-0.38dis	-0.78
Canada	2.1250-2.1350	2.1290-2.1300	0.53-0,63c dia	-3.27	1.53-1.73dis	-3.15
Nethind.	4.68-4.71	4.69-4.70	12-10 pm		31-31 pm	2.07
Belgrum	82.00-82.40	82.15-82.25	12-22c dis		50-60 dia	-2.68
Denmark	14.97-15.04	14.99-15.00	24-34 ore dis	-2.50	10 <sup>3</sup> -12 dis	-3.00
Ireland	1,2420-1,2500	1.2450-1.2470	0.45-0.58p dis	-4.96	1.37-1.85dis	-4.62
W. Gar,	4.271-4.3012	4.281-4.291	13-7-pf pm	3.15	35-25 pm	2.80
Portugai	148.00-149.50	148.50-149.00	105-290c dia			-13.78
Spain	193.70-194.50	193.90-194.70	75-105c dis	6.57	345-290 dis.	-7.SE
italy .	2.412-2,420	2,413-2,415	21-24lire dis	-11.78	63-67 dis -	-10.77
Norway	11.52-11.57	11.547-11.557	13-24 ore dis	-2.08	87-10 dis	-3.26
France	12.00-12.05	12.01-12.02	7-10c dis	-8.49	33-35 dis	-11.82
Sweden	10.56-10.63	10.601-10.611	47 47 tore dis .	~5_09	115-11% dls	~4.33
Japan	443-448	4451-4467	1.60-1.40y pm	4.03	4.30-4.00 pm	3.72
Austria	<b>3</b> 0.12-30. <i>2</i> 7	30.15-30.20	10-7gro pm	3,38	27-16 pm	2.45
S <del>witz</del> ,	3.64-3.67	3.641-3.651	2½-2½c pm	8.21	64-54 pm	6.57

Belgian rate is for convertible france. Financial tranc 86.55-86.65. Six-month forward dellar 1.35-1.45c dis. 12-month 3.30-3.45c dis. THE DOLLAR SPOT AND FORWARD

E 1	Day's spread	Cluse		7-	Three	7.
Sept 1	Spread	<u> </u>	One month	p.a.	months :	· p.4.
UK†	1,7140-1,7250	1.7205-1.7215	per-0.05c 4ls	<b>~0.17</b>	0,31-0.36dis	-0.78
Irelendt	1.3700-1.3830	1.3820-1.3830	0.60-0.50c pm	4.78	1.40-1.25 pm	3.84
Canada	1,2370-1,2410	1.2370-1.2380	0.31-0.34c dis	-3.15	0.74-0.78dis	-2.46
Nethind.	2,7210-2,7310	2.7210-2.7230	0.85-0.75c pm	3.5Z	2.57-2.47 pm	3.70
Belgium	47.74-47.85	47.76-47.78	9-11c dis		22-26 dls	-2.01
Denmark	8.7165-8.7360	8.7180-8.7230	2.05-2.30ors dis.	-2.99	5.10-5.60dls	-2.45
W. Ger.	2,4870-2,5015	2.4905-2.4915	0.72-0.67pf pm	3.35	2.24-2.19 per	3.56
Portugal	86.10-86.85	88.35-86.55	75-175c dis	-17.35	150-450dls -	-13.88
Spain	112.70-113.05	112.70-112.75	50-60c dis	-5.84	185-210 dis	-6.99
Itely	1,4024-1,408	1,402%-1,403%	121 <sub>2</sub> -14Tire dis	-11.32	34-36 dis	-9.97
Norway	6,7060-6,7280	8.7065-6.7115	1,20-1,60ore dis	-2.50	4.10-4.50dis	-2.58
France	6.9800-7.0275	6.9800-6.9850	41 <sub>2</sub> -51 <sub>2</sub> c dis	-8.57	17-18 <sup>1</sup> , dis	-10.14
Sweden	6.1570-6.1705	6.1610-6.1660	1.80-2.00ors dis		4.40-4.60dis	
Japan	258.60-259.90	258.85-258.95	0.95-0.87y pm		2.88-2.78 pm	
Austria	17.50-17.571,	17.50-17.51	6.10-5.10gro pm		17.75-15.25or	
Switz.	2.1175-2.1330	2.1205-2.1215	1.53-1.45c pm		4.02-3.94 pm	

† UK and Ireland are quoted in U.S. currency. Forward premiums and discounts apply to the U.S. dollar and not to the individual currency. Belgien rate is for convertible francs. Financial franc 50.28-50.38.

<b>CURRENCY MOVEME</b>	NITC

			CURRENCY RATES						
	Bank of England	Morgan Guaranty	Sept, 1	Bank rate	Special Drawing Rights	Europ Gurre Unit			
	Index	Changest	Sterling	-	0,630897	0,549			
riing dollar dollar strian schilling gian franc nish kroner utsche mark las franc lider nnch franc	91.6 121.5 89.5 117.4 94.7 81.4 124.9 145.0 117.2 73.0 53.4 151.5	-51.9 +11.9 -18.0 +25.6 -1.9 -15.5 +42.7 +96.2 +24.4 -20.9 -58.6 +25.2	U.S. S. Canadian S. Austria Sch. Belgian F. Danish Kr. D mark. Guilder. French F. Lira Van Norwgn, Kr. Spaniah Pts. Swedish Kr.	634 13 11 7 7 912 18 518 9	19,0270 51,7871 9,45398 2,70884 2,95501 7,59079 N/A 281,589 7,27791	1,172 16,61 45,22 8,249 2,368 2,578 5,624 1329,1 245,0 6,349 106,7			

Washington agreement December 1971. Bank of England index (base everage) OTHER CURRENCIES

Sept. 1	£	8		Note Rates
uxembourg Fr falaysia Dollar few Zealand Dir audi Arab. Riyal lingapore Dollar th.African Rand	1.7780-1.7800 323.07-535.07 8.2145-8.2180 118,162-122,800 10,44-1.0.451 <sub>2</sub> 146.30° 0.50145-0.50216 82,15-82,25 4,0325-4,0425 2,2570-2,3620 5,9270-5,9335 3,6950-3,7050	192,71-193,67 4,7700-4,7720 70,50-70,80 6,0700-6,0750 85,00* 0,29195-0,28135 47,76-47,78 2,3445-2,3465 1,3715-1,5735 3,4405-3,4415 2,1490-2,1510 1,1490-1,1505	Austria.  Belgium  Penmark  France  Germany  Japan  Netherlands  Norway  Portugal  Sweden  Switzariand  United Statas  Yugoslavis	30,00-30,50 86-87 14,89-15,03 11,99-12,09 4,97-4,51 2,30-24-50 445-4,50 11,48-11,59 148-190 189-1-201 10,50-10,60 3,54-3,68 1,71-1,73 100-108
		<del></del>		

\*CS/SDR rate for August 31: 1.34238,

"The rate for August 31 should have read 8.2083-8.2182.
† Rate abown for Argentina is commercial. Financial rate 67,076-57,115 against sterling 38,950-39,000 against dollar. "Selling rate.

### **EXCHANGE CROSS RATES**

COTTE

rates

44,9704

2.33379 6.61387 2.57971

0.691011

1350.27

Belgian Franc ... Danish Krone ... German D-Mark Franch Franc ... Dutch Guilder ...

Italian Lira

EXCITATE OTTOG FIRE EQ												
Sept. 1	Pound St'rling	U.S. Dollar	Deutschem'i	(. JapaneseYen	FrenchFranc	Swiss Franc	Dutch Gulld'	Italian Ura	Canada Dolla	r Belgian Franc		
Pound Sterling	0,581	1.721	4,290	446.0	13.015	3,653	4,595	2414,	2.130	82,20		
U.S. Dollar		1.	2,493	259.2	6.981	9,122	2,728	1403.	1,287	47,76		
Deutschemark	0,333	0,401	1.	104.0	2,801	0,851	1,094	562.7	0.496	19.16		
Japanese Yen 1,000	2,242	3,859	9.619	1000.	26,94	8,169	10,53	5413.	4,775	184.3		
French Franc 10	0.852	1.452	3.571	371.2	10.	3,040	3,908	2009.	1.772	68,41		
Swiss Franc	0.274	0.471	1.175	122.1	3,290	1,	1.285	660.9	0,588	22,61		
Dutch Guilder	0.213	0,367	0,914	94,99	2.559	0.778	1.945	514.2	0,454	17,51		
Italien Lira 1,000	0.414	0,713	1,777	184,8	4,977	1.513		1000.	0,882	34,05		
Canadian Dollar	0.470	0,808	2,015	209.4	5,642	1.715	2,205	1154.	1.	38,60		
Belgian Franc 100		2,094	5,219	542.6	14.63	4,443	5,712	3937.	2,591	199,		

### FT LONDON INTERBANK FIXING (11.00 a.m. SEPTEMBER

3 months	U.S. dollars	6 months U.S. dollars				
bld 11 7/8	offer 12	bid 12 3:4 : offer 12 7:8				

EMS EUROPEAN CURRENCY UNIT RATES

rate

+0.57

+0.19 +1.04 +0.15 -0.06 -0.73 -1.54

against ECU September 1

45,2251

2.35805 6.62402 2.57814

0.685961 1329.54

Changes are for ECU, therefore positive change danotes a weak currency. Adjustment calculated by Financial Times.

The fixing rates are the arithmetic means, rounded to the nearest one-sixteenth, of the bid and offered rates for \$10m quoted by the market to five reference banks at 11 am each working day. The banks are National Westminster Bank, Bank of Tokyo, Dautsche Bank, Banque Nationale de Paris and Morgan

### **EURO-CURRENCY INTEREST RATES (Market closing rates)**

										المستبدي		
Sept. 1	Sterling	U.S. Dollar	Canadian : Dollar	Dutch Guilder	Swiss Franc	D-mark	French Franc	Italian Ura	Belgia Conv.	n Franc Fin.	Yen	Danish Krone
Short term		111p-113g 114g-114g 12v2 12v2	141g-1514 1434-1514 1416-1438 1414-1412 1476-1518 1476-1518	712-713 719-734 712-712 8818 814-838 814-838	24.234 23.34 31.338 4418 413.43 413.43	73:778 73: 778 8:818 8:4:8:3 85:813 8:4:8:3	14-15 14-1-16 18-20 20-22 21-22-2 20-21-19	21.23 201 <sub>2</sub> -225 <sub>8</sub> 22-227 <sub>8</sub> 213 <sub>4</sub> -221 <sub>9</sub> 225 <sub>8</sub> -231 <sub>8</sub> 221 <sub>9</sub> -227 <sub>8</sub>	13-14 13-13-13 13-14-14-1 13-14-14-1 14-15-1 14-15	13-1342 1312-1334 1358-1378 1334-14 1378-1418 1334-14	654.7 7-718 7-8-718 7-8-718 7-8-718 7-8-718	12-131g 12-3g-141g 14-16-16-16-16-16-16-16-18-18 16-1g-18

SDM linked deposits: one month 100½,11½ per cent; three months 11½-11½ per cent; six months 11½-12½ per cent; one year 11½-12½ per cent.

ECU linked deposits: one month 12½-12½ per cent; three months 12½-13 per cent; six months 12½-13½ per cent; one year 12½-12½ per cent.

Asian 5 (closing rates in Singapores) one month 11½-11½ per cent; three months 11½-11½ per cent. six months 12½-12½ per cent; one year 12½-13½ per cent.

cent. Long-term Eurodollar: two years 13½-14½ per cent; three years 13½-14½ per cent; four years 14½-14½ per cent; five years 14½-14½ per cent; nominal closing rates. Short-term rates are call for U.S. dollars. Canadian dollars and Japanese year; others two days notice.

The following rates were quoted for London dollar certificates of deposit; on a month 10.70-10.80 per cent; three months 11.10-11.20 per cent; six months 12.00-12 10 per cent; one year 12.45-12 65 per cent.

### MONEY MARKETS

### London rates firm

30 and 31) Interest rates remained firm in the London money market yesterday, with longer period interbank rates—from six interbank rates—from six months to a year—rising to 10½.

11½ per cent from 10½-10½ per cent.

11½ per cent from 10½-10½ per cent.

But overnight money eased to 7-9 per cent at the close despite the lower amount of help from the 2-2-2. despite the lower amount of help from the Bank of England than indicated by underlying market

factors.
Payment of petroleum revenue tax was the major reason for the shortage, and this is also likely to be behind today's shortage, which market sources suggested

which market sources suggested could be even larger.

The Bank forecast a shortage of £600m with factors affecting the market including the market including and a net take-up of Treasury bills—£218m and Exchequer transactions - \$350m. Assistance in the morning came to \$467m and comprised purchases of £1m of Treasury bills and £21m of eligible bank bills in band 1 (up to 14 days) at 103 per cent and in band 2 (15.33 days) £1m of legal authority bills and £199m local authority bills and £199m of eligible bank bills at 104 per

### MONEY RATES

MUNE! DAIES		•
NEW YORK Prime rate	113-115 8.34	02770178
GERMANY Lomberd Overnight rate One grouth Three months	8.225 8.375	SNOT
FRANCE intervention rate	14.0625 14.125	9

cent. In band 3 (34-63 days) it bought film of local authority bills and \$132m of eligible bank bills at 102 per cent and in band

4 (6491 days) £7m of local authority bills at 104 per cent to a shortage or around 2700ml before taking into account the morning's assistance and the Bank gave further help of 279m, making a grand total of 2546m. The afternoon help was made up of purchases of £23m of eligible bank bills in band 2 at 104 per cent and in band 3 £15m of Treasury bills and £16m of eligible bank bills at 10 per cent. In band 4 it bought £5m of Treasury bills (64-91 days) and £20m of eligible bank bills

at 104 per cent.

In Frankfurt call money was very firm at around \$.00-8.10 per cent as the Bundesbank aunounced a securities repurchase agreement to add liquidity to the money market for 28 days, at a minimum interest rate of 7.5 per cent. Bids will be accepted today suggest that around DM 10m of extra liquidity will be needed.

for repurchase agreements beginning on Friday to replace DM 6.9m from an expiring repurchase plan. Large corporate tax payments are due around the middle of the month, leading to heavy demand for funds, and bids in a probable range of 7.75 to 8 per cent. Market estimates suggest that around DM 10m of

EURODOLLAR

RATE

### **Eurodollars** higher Eurodollar interest

EUROCURRENCIES

rates finished slightly firmer yesterday, but declined from the high levels touched earlier in the day. Eurosterling rates were firm throughout, ending about } per cent higher on the day. The upward trend by both dollar and sterling rates left rates for the dollar against sterling little changed in forward foreign exchange trading.

Euro D-mark rates eased slightly despite tight conditions in the German domestic money market, while Euro Swiss franc rates showed small mixed changes.

The recent sharp widening of French franc forward rates against the dollar was reversed yesterday, as Euro French franc rates declined, but Eurolira rates were firmer, and trading in both currencies remained nervous.

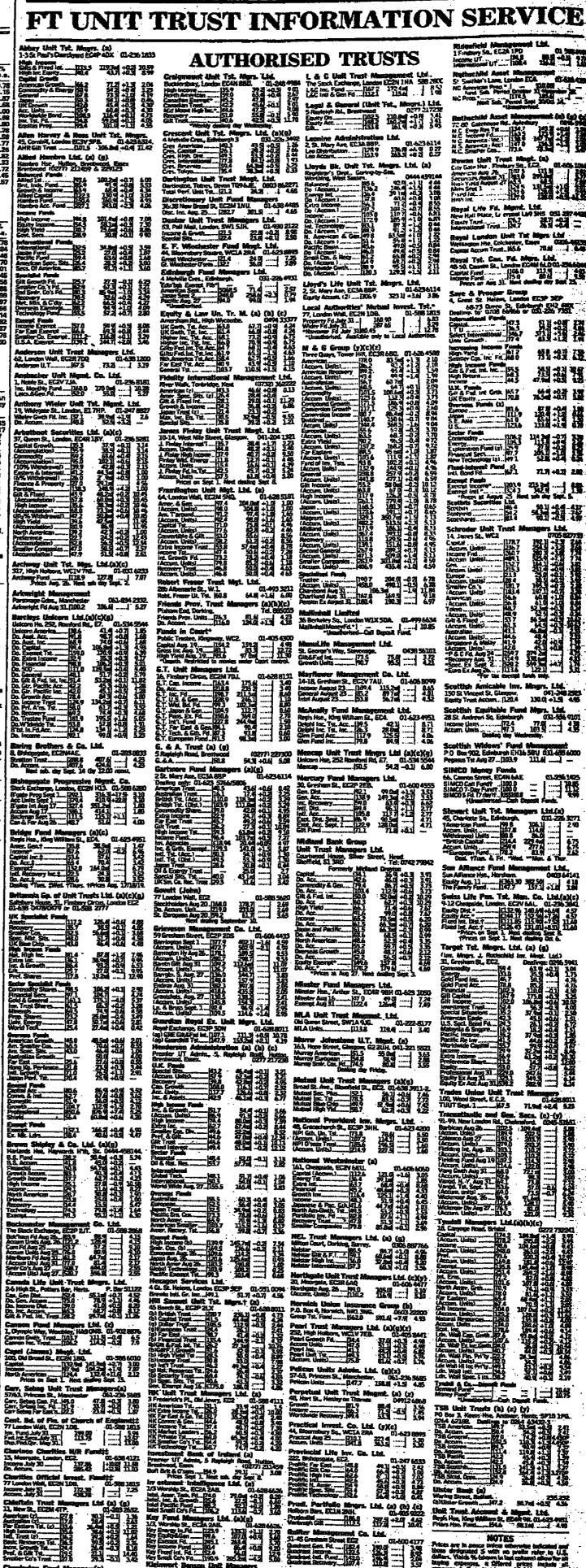
### LONDON MONEY RATES

Sept. 1 1982	Sterling Certificate of deposit			Local Auth. negotiable bonds	House	Company Deposits	Discount Market Deposits	Transitor	Eligibie Bank Bijis #	Fine Trade Bills &
Overnight	·	7-114g (	11			1034-1114	9.10%			
2 days notice		• - '	11-111a	l - !	-	1 - 1		1 = 1	I = I	
? days or	1	( – '	(	l 1	I _	I _ !	_	. – 1	,	, <b>–</b>
7 days notice	· – '	114-114	11-111:	! _ /		44-121	1019-1050	1 - 1	. – 1	_
One month		11.11	11	1110-1114	11	11-116			. <del></del> .	. –
Two months		1013 1118	1078	114-114	11 11			104	10%	114
Three months.		10%-114	104			10時-11長		108	104	11
Six months		10/3-1-16	104	1116-1078	114	1078-11	1016	10, 1	104	107a
MA THUTTING	10-1-1008	10/3-11/6	TOTE	10-93	11 <del>.</del> .	·	1	. <u> </u>	101s	104
Nine months		10분 11년	_	95e 97e	11 <u>.</u>	l · 🗕	- 1	l		
One year	103, 105g	10 <del>13</del> -111g	1019	968-958	11%	1 = .	/		_ ,	_
Two years			103.		16	_	- 1	· ·	- 1	
					rear Transfer	h	— 1	· L	. <del>-</del> .i	_
ECGD Fixed	d Rate Storli	na Évans El	Jacobeo Ca		P-A-			-		_

EGGD Fixed Rate Sterling Export rimance. Schooling in Assessment Sterling Export rimance. Schooling in Assessment Sterling Export rimance. Schooling in Assessment Sterling Export rimance houses seven days' notice others seven days fixed. Long-term local authority mortgage along authority mortgage rates, nominally three years 10°s per cent; four years 11 per cent five years 11½ per cent. The Benk bill rates in table are buying rates for prime paper. Buying rates for four-months bank bills 10°s per cent; four months trade bills 10°s per cent.

cont.

Approximate selling rate for one month Treasury bills 10% per cent; two months 10% per cent and three months 9% per cent. Approximate selling rate for one month bank bills 10% per cent; two months 10% per cent and three months 10% per cent; three months 10% per cent; three months 10% per cent; three months 10% per cent. Finance Houses Association) 12 per cent from September 1 1982. London and Scottish Clearing Sank Rates for landing 10% per cent. London Clearing Earli Deposit Rates for sums at 10% per cent. Treasury Bills: Average tender retes of discount 98176 per cent. Certificates of Tax Deposit (Series 5) 11 per cent from August 18. Deposits withdrawn for cash 9 per cent.



Frued, Particula Binges, Ltd. (a) (b) (c)
Notion Birs, ECLN 2011

00-905 9222

Porticular

Various Gilt 1125 1173 +227 442

Various fi Gilt 1125 1173 +227 1041

Unit Trust Aco

هكذا مندلأصل

Confederation Funds Mgt. Ltd. (a) 50, Chancery Lane, WG2A 1HE 01-242

Wren Commodity Management Ltd.
10 St George't St, Doopte 1941 0524 25015
10 St George't St, Doopte 1941 0524 25015
11 Chrese Ford. 1327 34 pt 645
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
11 19 30
1

1027: 91 1007: 991:2: 1004: 724: 704:70:10 76:2:2: **Building Societies** Building Societies

101 | 99 | Naiwee 15 pc 29 982 | 100 pc
101 | 99 | Do 15 pc 27 10 92 | 100 pc
101 | 99 | Do 15 pc 27 10 92 | 100 pc
101 | 99 | Do 15 pc 24 11 92 | 100 pc
101 | 99 | Do 15 pc 24 11 92 | 100 pc
102 | 99 | Do 15 pc 7 2.83 | 101 pc
101 | 99 | Do 14 pc 14 3.83 | 101 pc
102 | 99 | Do 14 pc 4 4.83 | 101 pc
102 | 100 | Do 14 pc 25 4.83 | 101 pc
102 | 100 | Do 15 pc 25 5.83 | 101 pc
102 | 100 | Do 15 pc 25 5.83 | 101 pc
102 | 100 | Do 15 pc 25 5.83 | 101 pc
102 | 100 | Do 15 pc 25 5.83 | 101 pc
101 | 100 pc 16 pc 25 7.83 | 101 pc
101 | 100 pc 16 pc 25 7.83 | 101 pc
101 | 100 pc 16 pc 25 7.83 | 101 pc
101 | 100 pc 16 pc 25 7.83 | 101 pc
101 | 100 pc 16 pc 25 7.83 | 101 pc
101 | 100 pc 16 pc 25 7.83 | 101 pc
101 | 100 pc 16 pc 25 7.83 | 101 pc
101 | 100 pc 16 pc 25 7.83 | 101 pc
101 | 100 pc 16 pc 25 7.83 | 101 pc
101 | 100 pc 16 pc 25 7.83 | 101 pc
101 | 100 pc 16 pc 25 7.83 | 101 pc
101 | 100 pc 16 pc 25 7.83 | 101 pc
101 | 100 pc 16 pc 25 7.83 | 101 pc
101 | 100 pc 16 pc 25 7.83 | 101 pc
101 | 100 pc
101 BRITISH FUNDS

LOANS—Continued

**AMERICANS** 

| Shorts" (Lives up to Five Years) | 94% | Each 84pc 1983 | 991 | 8.79 | 10.01 | 976 | Each 3pc 1983 | 977 | 8.79 | 10.01 | 978 | Each 3pc 1983 | 977 | 8.79 | 10.01 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 978 | 9 FOREIGN BONDS & RAILS 

Five to Fifted
Treas. 12pc 1987...
Treas. 12pc 1987...
Treas. 12pc 1987...
Treas. 12pc 1987...
Treas. 12pc 1989...
Treasury Far 85-88±
Treasury 112pc 1990...
Treasury 13pc 1990...
Treasury 112pc 1990...
Treasury 112pc 1990...
Treasury 112pc 1991...
Finding 5apc 87-91±
Funding 5apc 87-91±
Treasury 112pc 1991...
Treasury 112pc 1991...
Exch. 124pc 92±
Treasury 12pc 1992...
Exchence 134-9c 92±
Treasury 12pc 1993...
Treasury 12pc 1993...
Treasury 12pc 1994...
Treasury 12pc 1994...
Treasury 12pc 1994...
Treasury 12pc 1995...
Treasury 12pc 95...
Treasury 12pc 96...
Treasury 12pc 96...
Treasury 12pc 96...
Treasury 13pc 97±
Exchequer 10pc 1997
Treasury 13pc 1997
Treasury 13pc 1997
Treasury 13pc 1997 Five to Fifteen Years en Years

1063; [-1; ]11 71 | 11 32

1035; 4-1; 18 38 | 956

75; 4-6; 8 38 | 956

783; 4-1; 8 51 | 166

1075; 4-1; 1651 | 11,59

1075; 4-1; 12,11 | 11,59

1075; 4-1; 12,11 | 11,59

1075; 4-1; 12,11 | 11,59

1075; 4-1; 12,11 | 11,59

1075; 4-1; 12,11 | 11,79

1064; 4-1; 11,11 | 11,79

1064; 4-1; 11,11 | 11,79

1064; 4-1; 11,11 | 11,79

1064; 4-1; 11,11 | 11,79

1064; 4-1; 11,11 | 11,79

1064; 4-1; 11,11 | 11,79

1074; 4-1; 11,11 | 11,90

1131; 4-1; 12,53 | 12,61

1131; 4-1; 12,53 | 12,61

1131; 4-1; 12,59 | 12,01

1155; 4-1; 12,59 | 12,01

1155; 4-1; 12,59 | 12,01

1155; 4-1; 12,59 | 12,01

1155; 4-1; 12,59 | 12,01

1153; 4-1; 12,59 | 12,01

1153; 4-1; 12,59 | 12,01

1153; 4-1; 12,59 | 12,01

1153; 4-1; 12,59 | 12,01

1153; 4-1; 12,59 | 12,01 A M E R

1982

High Low Stack

20% | 13% | Abbott Labs il ......

10% | 11% | Alcoa 15 ......

25% | 10 | Amax 51 ......

28% | 20% | American III | American III |

10% | American III | American III |

20% | 14% | American III |

33% | 28% | American II. 3 T. Ca

10% | 90% | Bank American III |

31% | 15% | Bankers N. Y. S10

33% | 25% | Bernis Corp. \$5 ....

20% | 14% | Bernis Corp. \$5 ....

21% | 17% | Chryster Corp. \$1 |

21% | 17% | Categorian Corp. \$1 |

21% | 17% | Categorian Corp. \$1 |

32 | 20 | Categorian Corp. \$1 |

34 | 28% | Bernis Corp. \$1 |

35 | 20 | Categorian Corp. \$1 |

31 | 10% | Categorian Corp. \$1 |

32 | 20 | Categorian Corp. \$1 |

34 | 28% | Categorian Corp. \$1 |

35 | 20 | Categorian Corp. \$1 |

31 | 10% | Categorian Corp. \$1 |

32 | 20 | Categorian Corp. \$1 |

34 | 28 | Categorian Corp. \$1 |

35 | 27% | 177p | Categorian Corp. \$1 |

21 | 15 | Chresebrough \$1 |

21 | 177p | Chryster \$64 |

21 | 177p | Chryster \$1 |

21 | 177p | Chryster \$1 |

22 | 177p | Chryster \$1 |

23 | 177p | Chryster \$1 |

24 | 177p | Chryster \$1 |

25 | 177p | Chryster \$1 |

26 | 177p | Chryster \$1 |

27 | 177p | Chryster \$1 |

27 | 177p | Chryster \$1 |

27 | 177p | Chryster \$1 |

28 | 177p | Chryster \$1 |

28 | 177p | Chryster \$1 |

29 | 177p | Chryster \$1 |

2 11224 -4 12 50 12.18
10334 -5 10.53 11.20
1035 -5 10.53 11.20
1035 -5 10.53 11.20
1035 -5 10.53 11.26
1035 -5 10.53 11.26
1035 -5 10.53 11.26
1035 -5 10.53 11.26
1151 -5 10.55 11.3
1151 -5 12.56 9.28
1151 -5 12.56 9.28
1151 -5 12.56 9.28
1152 -5 12.56 9.28
1153 -5 12.56 9.28
1154 -5 12.56 11.81
9456 -5 11.53 11.81
9456 -5 11.53 11.81 Over Fifteen Years

1271	944	Exch. 15ox 1997	12613	542	11241	11.97
7334	549; [Wrasany blan; 55-988]	1262; all -1;	1233	11.89		
10712	784	Exch. 12ox 1998	1055- 1;	11.77	11.72	
1085	8114	Exch. 12ox 1999	888	14;	10.86	11.17
1085	8114	Exch. 12ox 1999	7612	11.77	11.70	
1134	824	Frees. 13ox 2000	1114	11.88	11.71	
1214	87	Treas. 14ox 98-01	11.14	11.88	11.71	
1214	87	Treas. 13ox 2000	11.60	-44	11.67	11.59
1085	778	Treas. 13ox 2000	11.60	-44	12.01	17.81
1085	788	Treas. 13ox 2000	10.94	-44	13.97	
1134	837	Treas. 13ox 2000	10.94	-44	13.97	
1134	837	Treas. 13ox 2000	10.94	-44	13.97	
1134	815	Treasany 11.50x 03-05	11.60	-44	13.01	17.81
1134	815	Treasany 12.50x 03-05	11.15	+54	11.57	
1086	752	Treasany 11.50x 03-05	11.15	+54	11.57	
1087	778	Treasany 11.50x 03-05	11.15	+54	11.57	
1088	11.71	11.65	11.65			
1098	11.71	11.65	11.65			
1098	11.71	11.65	11.65			
1098	11.71	11.65	11.65			
1098	11.71	11.65	11.65			
1098	11.71	11.65	11.65			
1098	11.71	11.65	11.65			
1098	11.71	11.65	11.65			
1098	11.71	11.65	11.65			
1098	11.71	11.65	11.65			
1098	11.71	11.65	11.65			
11.71	11.71	11.65	11.65			
11.71	11.71	11.65	11.65			
11.71	11.71	11.65	11.65			
11.71	11.72	11.65	11.65			
11.71	11.72	11.65	11.65			
11.71	11.72	11.65	11.65			
11.71	11.72	11.65	11.65			
11.71	11.72	11.65	11.65			
11.71	11.72	11.65	11.65			
11.71	11.72	11.65	11.65			
11.71	11.72	11.65	11.65			
11.71	11.72	11.65	11.65			
11.71	11.72	11.65	11.65			
11.71	11.72	11.65	11.65			
11.71	11.72	11.65	11.65			
11.71	11.72	11.65	11.65			
11.71	11.72	11.65	11.65			
11.71	11.72	11.65	11.65			
11.71	11.72	11.65	11.65			
11.71	11.72	11.65	11.65			
11.71	11.72	11.65	11 U ndated			

Index-Linked & Variable Rate 10.29 2.77 2.87 2.90 2.73 2.71

INT. BANK AND O'SEAS GOVT. STERLING ISSUES ... | 14 04 | 13.29 | 12 98 | 12.07 | 13.05 | 11 89 | 19.08 | 20.42 | 13.20 | 12.69 1031<sub>4</sub> 1044 1074 861<sub>74</sub> 1021<sub>4</sub>4

CORPORATION LOANS ANO | 11.59 | 12.55 | 11.58 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 11.59 | 99 102 1031 of 1011 102 99 1111 1 97 26 1 1011 1 911 1 10002 1035 106 994 1015 1032 100 86 1127 985 277 1045 972 811 762 233

COMMONWEALTH AND AFRICAN LOANS Aust. 6pt 1981-83 ...
N.Z. 7-apt 1988-92 ...
Do 71-pt 83-86 ....
S. Ried 21-pt Mon-Avi
Do 31-pt 80-85 Axi
Do 34-pt 87-92 Axid
Zembalnes Ann (£100a)

LOANS Public Board and Ind. 7112 . | 7 06 | 11 21 3212 0 | 9 21 | 11 76

120 13 17% 21% 12% 28% 27% 15% 11% C ANAI
121, 774p Bb. Montreal \$2...
135; 897p Bb. Nova Scot.II...
860p 476p Bbe Canada \$81...
154; 571p Brascandi...
154; 571p Brascandi...
154; 571p Brascandi...
165; 114; Can. Parkic \$5...
185; 116; Can. P. Erat II...
135; 195; Guif Can II...
135; 195; Hollinger \$5...
115; 494p; Hutton's Bar II...
190p; Imperial Oili...
150; 836
15 IZI, Riya Algam...
151; 822; Royal Bb. Can. \$1.
121; 994p; Tor. Don. Bb. \$1.
122; 994p; Tor. Don. Bb. \$1.
111; 2743p; Trans Can. Pipe...

| BANKS AND HIRE PURCHASE | 1962 | 1962 | 1962 | 1964 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 1965 | 19

FINANCIAL TIMES

You don't have to worry about what is happening in the world when you are on holiday as the Financial Times is on sale in holiday resorts throughout Europe. Either look for the

signs indicating that the International Press is on sale or ask at the local kiosk. When in France, watch out for the "Mr Pims" sign which indicates where you can buy or

> FINANCIALTIMES EUROPES BUSINESS NEWSPAPER

CHEMICALS, PLASTICS-Cont. BANKS & H.P.-Cont. Price + or Ber. C'er Srs P/E Price - Net Cir Gri F/E 

| 33 | 2.5| 5.6| 7.0 | 46 | 34 | What Select 20p. | 34st | ... | 23 | 13 | 9.7| 19.5 | 13 | 25 | 5.9 | 6.8 | 144 | 102 | Whatworth El. 5.9 | 143 | ... | 151 | 2.0 | 15 | 9.0 | 1.1 | 1.3 | 9.2 | (2.6) | 1.80 | 1.5 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1 

-Continued.

ELECTRICALS-

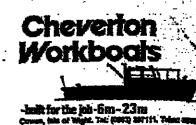
Financial Times Thursday September 2 1982 LEISURE—Continued PROPERTY—Continued INVESTMENT TRUSTS-Cont. OIL AND GAS—Continued The Japanese bank that helps you grow MINES—Continued MOTORS, AIRCRAFT TRADES Commercial Vehicles - SHIPPING SHOES AND LEATHER Garages and Distributors SOUTH AFRICANS Tins 2.7 6.0 6.3 24.5 1.7 2.8 TEXTILES Miscellaneous + of Dir. | YM 257 | Schrichy P. B. | 283 | 465 | 567 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 568 | 5 Scot. Northern
Scot. Ortario
Scot. Utd. Inv.
Scot. Utd. Inv.
Sec. Affiance 7 st.
Scot. Sec. Affiance 7 st.
Scot. Sec. Affiance 7 st.
Scot. Affiance 1 st.
SPLIT Inc. 10a
Stewart Ent Inv 10b
TR Pacific Basin
TR Prop. Inv. 1st.
TR Technology
TR Trasses Corp.
Technology
Temple Bar
Throsphortes
Tribune Invest
Tor. Invest. Inc.
Do. Cap. 11
Trans. Oceanic
Tribune Invest
Tribune Invest
Tribune Invest
Tribune Invest
Tribune Invest
Tribune Invest
Scot.
Sp. 6 caps 11
Utd. British Secs.
U. S. & Gever 17s.
Viding Resources
U. S. & Leves 10p
Wesnys Inv. 61
Witsen Inv
Yorks & Larcs
YoungCo Sirv. 61. 08 7.0 10 6.9 20 6.0 27 5.0 4 6.0 13 11 0 Teas MINES Central Rand C13 |-1, |20185; | 5.9 | 1, 610 |-2 | 1050; | 13.3 | 1, 634 |-1, 0750; | 3.611.0 | 180 |-5 | 139 |-1 | 1015; | 6.9 | 1, 610 | NANCE, LAND

280 345 | Weepen ions 21 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 | 325 Far West Rand REGIONAL AND IRISH | Telephone | Tele **OPTIONS** 3-month Call Rates | Table | Tabl Finance Diamond and Platinum 

Tel 0902 22431

# **FINANCIAL TIMES**

Thursday September 2 1982



SOLIDARITY DEMONSTRATIONS LED TO MORE THAN 1,000 ARRESTS

### Poland admits two killed in firing

BY CHRISTOPHER BOBINSKI IN WARSAW

TWO DEMONSTRATORS were satisfaction that killed and 12 injured, three of them seriously, by Polish and said that the martial security forces firing into a authorities' policy would not crowd at Lubin in Western be changed.
Poland on Tuesday, the Government reported yesterday.

This indicates the work of the changed.
Wojciech Ja

The deaths came during a continue the slow process day of widespread violence as easing martial rule and to police cleared protesters in this seek some form of agreement important copper mining centre with the moderates in the with 80.000 inhabitants.

Officials told Western diplo- authorities' terms. mats that up to 75,000 people took to the streets around the country to show support for the Solidarity union movement. One official said 136 members of the security forces were founding of the union injured and 45 of them were large for a town of L taken to hospital. PAP, the size." official news agency, said more

Despite this, a Government quiet.

accounts during insider dealing

Washington yesterday, marks a

major breakthrough for the

Securities and Exchange Commission, which had become in-

creasingly frustrated by the

Swiss banks' code of secrecy

during recent investigations in-

to alleged insider dealing Corporate insider dealing —

home or abroad, but the Swiss

tion to outlaw insider dealing

within the next two years.

The agreement, announced in

investigations.

workers" did not take part

This indicates that General Wojciech Jaruzelski intends to union movement - on the

Lubin was reported "quiet so far" yesterday by one local inhabitant who said the demonstration there to commemorate the second anniversary of the large for a town of Lubin's

Warsaw, Gdansk and other 1,000 people were major centres disrupted by the rioting were also reported to be

The new agreement, which

will comprise a memorandum

of understanding between the

two Governments and a volun-

tary agreement signed by the

Swiss banks, will be superseded

by the Swiss law when it comes

standing" with the U.S. will

mean that Swiss banks can call

In New York, the SEC yes-

"precedent-setting, particularly

The "memorandum of under-

Swiss banks to aid U.S. insider probes

THE U.S. and Swiss Govern- about customer accounts only "extremely beneficial" to SEC through Swiss bank accounts it

An official communique said

BY PAUL TAYLOR IN NEW YORK AND JOHN WICKS IN ZURICH

ments have signed an agreement when clients were suspected of

which will allow U.S. officials illegal actions in both the U.S.

using confidential information to on clients to give an undertak-

trade in U.S. company shares ing that they will not take part — is illegal in the U.S. and in in insider transactions. Should

many other countries including they break this pledge, their

the UK. Switzerland has no names could be passed on to the

Government is drafting legisla- terday hailed the agreement as

which should come into force as a model for similar agree-

ithin the next two years. ments with other countries." Mr Under a 1977 U.S.-Swiss John Fedders, director of the

into effect.

access to secret Swiss bank and Switzerland.

laws to prevent insider deals at U.S. authorities.

"genuine the trouble in Lubin started on take part Tuesday afternoon when the security forces, of whom 11 were injured, fired at a crowd which had been throwing stones and

The deaths give the Solidarity Glogow, movement two new martyrs. Eight coal miners were killed at the Wujek mine in Silesia shortly after martial law was imposed in December. There are fears that the latest deaths could lead to strikes in the vital

copper industry.

Municipal authorities worked overnight to clear broken glass, stones and barricades which littered streets in many major

In Warsaw yesterday people formed a cross of empty tear gas cannisters next to a floral cross at St Anne's Church.

which has become a focus of low-

investigators in their drive

current drive against insider

dealing it should act as "a major deterrent to those people

presently involved in illegal

The Swiss Embassy in Washington said it expected all

the major Swiss banks and most

of the smaller ones to co-operate

with the agreement and that

Switzerland "would not feel

sorry" to lose any Swiss bank customers involved in insider

dealing who moved their

Under the agreement, a

system will be set up in Switzer-

land to process applications from the SEC for account

acounts because of the change. tions.

Mr Fedders said the agree the U.
ment was "a milestone" and bring
that coupled with the SEC's prosecu

against insider dealing.

insider dealing."

information.

treaty. Swiss banks have been SEC's enforcement division, said until now, when it traced back them guilty of a breach of the

allowed to disclose information the agreement would be alleged illegal insider dealing Swiss banking law.

PAP said 600 were detained Zbigniew in Warsaw. In Wroclaw, the influential injured, 17 of whom were treated in hospital, and 645 were arrested. also in the south-Legnica Province, eastern attacked the head-

party offices. At Gorzow, cars were overturned, windows smashed and stones hurled at the police, who detained 120 people. In Szczecin more than 100 people were arrested, state radio reported. Figures for casualties among the demonstrators have not yet

quarters of the local communist

The main question now is how he underground Solidarity leadership will react to the demonstrations.

The arrest on Tuesday of Mr

made it particularly difficult for

the U.S. justice department to

Swiss bankers welcomed the

agreement. Following a number

of embarrassing incidents in-volving Swiss banks last year, they have been keen on finding

ways to prevent their involve-

ment in cases of insider dealing.

Early this year the Swiss

Bankers' Association expressed

its willingness to co-operate

with the U.S. authorities to guard against "misuse" of

Swiss banking secrecy to cover deals contravening SEC regula-

The banks say they have been

put in a difficult position in

the past by American demands

for the names of clients believed

to be involved in insider trans-

prosecutions

successful criminal

heen given, except for those in

Romaszewski, influential member of the underground leadership and a forceful proponent of street demonstrations and a general strike in the autumn weakens the radical wing in the leader-

the other hand Mr Zbigniew Bujak, who reportedly backed the call for Tuesday's demonstrations unwillingly, and the remaining members of the leadership, now face the choice of calling for more action on the streets or switching tactics.

One alternative would be for the moderate unionists to renew their efforts, with the help of the Catholic church, to reach some form of agreement with the authorities, for whom the street demonstrations are not a direct internal threat but pose an acute embarrassment

Carrot and stick policy, Page 2

### Thatcher 'hurt' by U.S. action on pipeline

By Paul Cheeseright, World Trade Editor MRS THATCHER, the Prime

Minister, yesterday introduced personal chagrin into the UK Government's quarrel with the U.S. over the supply of equipment for the controversial Siberia-West Europe gas pipeline.
"I now feel particularly

wounded by a friend. We have been a staunch friend of the U.S. and shall continue to he," she said during a BBC interview in Glasgow. The Reagan Administration has placed an embargo on the

provision of U.S. goods and services for the pipeline and has stopped American sales to French companies which have shipped goods containing U.S. components. As John Brown Engineering of Clydeoank continued

to load turbines for the Soviet pipeline, also with American parts, Mrs Thatcher said: "We will stick to that deal. We want to deliver. We shall deliver." Underlining the Govern-

ment's determination not to be awed by the U.S. embargo, Mrs Thatcher added: "I feel very strongly that once you have made a deal you have got to keep it. "When you have made a contract, short of war or

something like the Falkland Islands, you do not just upset Some form of U.S. action against John Brown could

come next week after the turbines have been shipped. Pressure persists on U.S., Page 4

### Weather

UK TODAY MAINLY dry with showers and bright intervals. Temperatures near normal.

Cloudy, drizzle, hill and coastal fog at first, dry later. Max 19C (66F). North Scotland, Orkney, Shet-

Sunny intervals, showers.

Max 15C (59F).

Rest of England, Scotland and

Dry with sunny periods. Max 19C (66F). Outlook: Mostly dry, rather

warm, some rain in the far

of weather losses.
All three companies reporting-yesterday adopted a cautious policy on dividends. Sun Alli-ance and Phoenix kept their interim unchanged, while GRE raised its by a mere 3.7 per cent.
The market, expecting poor figures, was relieved by the GRE and Phoenix results and their share prices improved 10p and 2p to 312p and 264p respectively. The severity of Sun Alliance's losses caused its share price to fall 10p to 750p. Details, Page 16 Howden income and other financial statements prior to the It is believed that Mr Posgate suggested the audit earlier this year although Alexander & Alexander did not start the audit until some time later. Mr Posgate, who stepped down as Posgate, who stepped down as chairman of the Lloyd's underwriting management company arm of Howden last week, re-

THE LEX COLUMN

# Composites look to their claims

September got off to a sleepy Index rose 8.9 to 581.6 start in the gilt-edged market, with little for brokers to do except advise their clients to prepare to exercise their conversion option on Exchequer 12 per cent 1985, and work out how much money they made in August. Both activities result from last month's amazing gilt-edged boom, which took Stock Exchange turnover up by nearly a third from the record level of July to £32.9bn. The level of equity business yesterday was not going to break any records, but the strength of Wall Street kept prices in London moving

#### Composites

In spite of broadly similar experience worldwide in terms of rates and premium income growth, Guardian Royal Exchange and Sun Alliance have announced sharply divergent first half figures at the pre-tax level. GRE's interim profits have fathen by a most marginal £0.6m to £35.7m, while Sun Alliance has come crashing from £41.1m to £10.1m. Some where in between the pre-tax profits of Phoenix Assurance have fallen by £9.2m to £7.7m.

A common theme is the depredations of the weather last winter in the UK. GRE has experienced £16m of severe weather claims, while the Sun Alliance figure is estimated at £16\m, The experience on investment income also runs down parallel tracks. Stripping out the income from the cash obtained in last year's rights issue, as well as exchange movements, GRE's income from this source has risen by 20 per

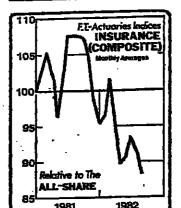
cent. Sun Alliance is close behind with a gain of 18.4 per cent. On premium income too, the experience has been similar. Again stripping out currency effects, the rise has been 6 per cent at GRE and 6.6 per cent at Sun Alliance-There are signs that GRE has been more aggressive in con-

Sun Alliance is close

trolling costs, at least in the UK. But the main reason for the divergence between the two companies seems to have been a different claims experience. A year ago GRE was reporting exceptionally large losses in olaces like Australia, South Africa and France, which have now dropped out. Sun Alliance,

by contrast, has had to provide a further £5.6m in the U.S. for claims against medical might even awaken some practitioners. Meanwhile, its interest in the rest of the business mix in the UK seems to have placed it in a more vulnerable position. In parti-

cular, fierce competition in the



forced down rates substantially in recent months. More generally, a light period for claims a year ago has been superseded by a period in which they have been arriving in bucketfuls. In some markets GRE has

now started to push up rates regardless of the market share consequences. In Canada in particular, it has been prepared to see a 30-per cent decline in its business in terms of exposures. Sun Alliance, by con-trast, has already shrunk its book in this market so far that it has reached a stage where it has a choice of staying in or pulling out entirely; staying in has meant doubling its underwriting loss to £4.3m — a level exceeds investment

income. For both companies the underlying trends in the UK and the U.S. still seem to be deteriorating. The current half is likely to show a less divergent performance, which suggests that the narrowing in the traditional premium of the Sun Alliance rating may have reached its limit. The share price fell 12p yesterday to 750p, while GRE rose 10p to 312p.

#### Babcock

Babcock's 140 per cent increase in half year profits was greeted with a pulpable sigh of relief by the market yesterday, although at £8.3m pre-tax the about half its earnings of three years ago. Even so, Babcock seems to have made a mild dent in the engineering industry's current trend, and the results

Most of the improvement has

the last two years, closing big loss makers such as Gloucester Foundry. But the big surprise is that, in sharp contrast to the current gloom emanating from the CBI, Babcock has found encouraging signs of a climb out of the recession. Overall domestic turnover was up 10 per cent, with virtually the whole of the power, electrical and mining activities chipping in a contribution. This leaves the main problems overses, although cost-cutting in the U.S.

Although the maintained interim dividend is just covered by historic cost mosts before extraordinary items. Babcock is showing a first-half retained loss of £9.3m on a current cost basis, which does not suggest much to get dividends moving from their four. year plateau. The shares rose 6p to 120p yesterday, giving a prospective yield of around 85 per cent.

#### Money markets The collection of petroleum

revenue tax used to cause a fortnight's chronic indigestion in Lombard Street, but now it slips down as easily as a Bank of England cucumber sandwich The Bank's benevolent habit of turning a blind eye to the late presentation of PRT cheques is now so well known that a good chunk of the £1.4bn due yesterday must have been drawn on Scottish banks and posted by second class mail from the Shetlands.

This spreading of the payment over a couple of days, government disbursements and a fall in the note issue after the Bank Holiday weekend, kept the credit shortage yesterday to a very manageable £700m. The Bank admitted to some £546m of help - now that immediate interest rate expectations are less bullish, it had little trouble in buying bills outright. And judging by the very sloppy look of the overnight interbank market at the close, a fair amount of unacknowledged official lending was done late in the day.

In contrast to the overnight has now edged up by some points from its low point early last week. More PRT payments today, and nearly £1bn of maturing sale and repurchase contracts on bills in the next fortnight should keep the markets fairly tight. Tightness in itself is not an obstacle to a come through in the UK, further reduction in official where Babcock has taken the dealing rates, but the markets important fire market has axe to a lot of dead wood in seem to expect a pause.

### **Five British** Sugar directors to resign

FIVE British Sugar directors are about to resign, the company said yesterday. They include Mr John Beckett, chief executive, and Sir Gerald Thorley, non-executive chair-

The statement came three weeks after British Sugar, Britain's monopoly beet sugar feat in its long and bitter battle against the £282m takeover bid from S. & W. Berisford, the commodity dealers.

The other directors leaving are Mr Rodney Lund, marketing director, and Mr P. Prior and Mr A. McCorquodale, both nonexecutive directors. The changes will mean Berisford will have a majority on British Sugar's board although four existing British Sugar executive direc-

British Sugar executive directors—including Mr Geoff Mulcahy, finance director—are remaining with the company.

Five Berisford directors, among them Mr Ephraim Margulies, Berisford chairman, joined British Sugar's board on August 4 August 4.
British Sugar said yesterday

Mr Margulies would become executive chairman of British Sugar soon. Mr Gordon Percival. another Berisford director al-ready on the British Sugar board, would become managing

British Sugar said Mr Beckett. whose annual salary is more than £60,000, and Mr Lund both had three-year rolling contracts with the company. Compensation terms were being discussed. Both Mr Beckett and Mr Lund were on holiday, British Sugar

Continued from Page 1

### Mexico

property in the U.S. worth \$25bn.

Over the past three years, he said, at least \$22bn had gone out of the country. Until August 5 there was total freedom in condisruption caused by last year's or exports in 1981 compared civil servants' strike. with 1980. Exports increased in vertibility of foreign exchange in Mexico.

in Mexico.

It was not clear whether Citibank would be affected by the nationalisation move. Citibank is the only foreign bank in Mexico which is allowed full branch facilities. Other foreign banks maintain representative offices in Mexico City.

The nationalisation announcement was greeted with wild applause. The Left, in particular, has long called for the nationalisation of the banks, whose profits have been extremely high in recent years.

### France keeps clamp on spending

BY DAVID HOUSEGO IN PARIS

FRANCE'S Socialist Administration yesterday announced a restrictive budget for 1983 involving tight control of public expenditure in line with the Government's priority of bring-

ing down inflation.

As part of the Government's policy of income redistribution, FFr 118bn (£9.8bn) — the M Laurent Fabius, Minister for equivalent of 3 per cent of gross national product, the same ceiling as for 1982. This marks a sharp reversal of the expansionin 1980 and added to inflation-

ary pressures. Spending will be increased by only 12 per cent, not much above the expected inflation rate, to FFr 81bn after a 27 per cent rise in 1982. Revenue is to FFr 766bn.

income bracket although they confirms tax concessions a 1.7 per cent increase in GNP are expected to suffer later in announced last week to in 1982. income bracket although they confirms

FURTHER EVIDENCE of the many problems facing the UK

insurance industry came yester-

day when three more major insurance companies published

Sun Alliance Insurance, the largest insurer of private property in the UK, saw under-

writing losses soar from £8.6m in the first half of 1981 to

£49.9m in the six months to

June 30. Guardian Royal Exchange's underwriting losses

almost doubled from £21.8m to

£40.4m and Phoenix Assurance's

more than doubled from £13m

The effect on pre-tax profits was severe for Sun Alliance and Phoenix, where strong growth in investment income

failed to cover these higher

civil servants' strike.

The estimate of £6.036bn is

subject to further revision since

export figures for July and August last year are still miss-

The figure is based on a more pessimistic view of the balance of both visible and invisible

trade last year. The surplus on invisible trade is now put at

£3.02bn, about £320m less than the estimate published in

change in the volume of imports £9.75.

BY ERIC SHORT

poor half year results.

the year when social security contributions are raised. The Government emphasised that

ary budgets of the first year of tain the exceptional levy it Socialist rule which helped brought in last year for those boost the deficit from FFr 30bn with high incomes. But the rate per cent and the threshold raised from FFr 25,000 a month to FFr 28,000.

expected to rise by 10 per cent abandoned the major redistribu-No new taxes were announced M Pierre Mauroy, the Prime for those in the lower to middle Minister, in July. The budget

Losses soar for top insurers

the total burden of taxation remains unchanged at 18.3 per

the Budget, announced that the top tax rate was to be raised from 60 to 65 per cent. The Government also plans to mainwith high incomes. But the rate is being dropped from 10 to 7

These changes are more moderate than expected. The

Government appears to have tion of taxation hinted at by

before, was also down to £7.7m. GRE fared much better, thanks

to last year's rights issue, which

produced more investment income. Its pre-tax profit fell

marginally from £36.3m to

The immediate cause of the

profits deterioration was last

winter's severe weather in the UK. This cost Sun Alliance £16½m in adverse- weather claims, while GRE paid out £16m and Phoenix £8m. But the

problems currently faced by the UK insurance groups do not end

with bad weather, a normal

hazard for insurance under-

value, however, by about £3.7bn and imports increased in value

An increase of £1.3bn in the

surplus on invisibles from 1980 to 1981 was almost entirely accounted for by the rise in

interest, profits and dividends

received from overseas. Increased interest payments to

the banking sector were a major

United Kingdom Balance of

Keen competition and overcapacity in most major world

writers.

by £1.9bn.

UK surplus Continued from Page 1

For visible trade, it is estimated that there was little Payments (1982 edition); SO;

and bonds. Industry is one of the few

The SEC has complained that actions. This would have made

Sun Alliance had its profits insurance markets, especially slashed from £23.3m to £7.7m. the U.S. and U.K. is leading to premium rate cutting, which in before, was also down to £7.7m.

sectors to benefit from additional allocations of funds, ent of GNP.

As part of the Government's priority of modernising the olicy of income redistribution, manufacturing sector. The civil research budget is

raised to FFr 32.5bn, a 17.8 per cent increase in real terms. Of this, the appropriation for elec-tronics is being tripled to FFr 1.8bn, aeronautics will obtain a 35 per cent increase. to FFr 2.8bn and aerospace 24 per cent more, to FFr 2.2bn.

The Government is providing a further FFr 11on in capital endowments for the nationalised industries. FFr 7.5bn will go to the competitive nationalised sector and FFr 2bn to SNCF.

the state railway.

The budget assumes a 2 per cent growth rate next year after

growth in investment income. These trends would have stood

out clearly, but for the impact

Continued from Page 1

maining as underwriter, never

had beneficial interests in any

of the companies which trans-

acted business with the under-writing syndicate.

Howden

outh West England, Channel

nortl	<u>h.</u>			· ·				} <b>=</b>	1	
		1								
Ajaccio Algiera Amadm. Achena Barcina Berrut Belgrd. Berlin Biarritz Binghm. Blackpi. Bordx. Bordx. Bordx.	SCCSSS SSC	Y'mid °C 23 20 16 30 35 24 16 25 19 17	day 173 66 66 65 65 65 65 65 65 65 65 65 65 65	L. Ang.† Luxmbg. Luxor Madrid Majorce Malaga Malaga Matts M'chstr Melbna. Mx. C.† Miami†	FCSSCSSC RFC	mid *C 20 19 39 24 28 30 16 ———————————————————————————————————	day 688 61 — 7973577597			
elessur§	F	18	64	Naples	Ċ	26	79		i	

# **ARE YOUAT** THE WRONG END OF THE CORRIDOR?



It's not surprising that so many companies are relocating along the Western Comdor. It's even less surprising that so many have picked Swindon. It's the place where overheads reduce and efficiency

And the advantages don't end

The M4 on your doorstep. Heathrow faster than from London's centre. Guaranteed housing for key personnel Full start-up assistance and introduction to funders. A large underemployed workforce. Training.

facilities geared to future needs. Wiltshire's outstanding quality of life and a wide range of Business Parks for offices, factories and hi-tech operations. No wonder companies like Plessey, Logica VTS, Roussel, Raychem, Intel and Square D

were attracted to Swindon. They know one end of the corridor from the other. Get the facts from

Douglas Smith, Industrial Adviser, Civic Offices, Swindon. Tel: (0793) 26161 or Telex: 444548.

هكذا مند لأصل

2.1

ur Caugh

 $v_0,v_0$ 

London 50 minutes by train.